



Managing Director, Investments

At the Coalition for Green Capital (CGC), our mission is to drive investments in the clean economy to reduce emissions and improve the quality of life for all Americans. By leveraging public-private partnerships and responsive financing, we aim to eliminate barriers to clean technology and promote energy abundance in every community. Our work is guided by a commitment to accelerate the deployment of clean energy technologies across the United States, with a special focus on supporting low-income and disadvantaged communities. For over a decade, CGC has led the Green Bank movement, working at the federal, state and local levels in the U.S. and countries around the world to unlock capital and empower communities to embrace a greener future. Together, we strive to build a sustainable future where clean power is accessible and affordable for everyone.

Our National Green Bank: The U.S. Environmental Protection Agency (EPA) has taken a significant step toward a greener future by establishing the first U.S. national green bank through the Greenhouse Gas Reduction Fund (GGRF). The EPA awarded the Coalition for Green Capital \$5 billion to capitalize this national green bank under The National Clean Investment Fund competition, along with \$125 million under Solar for All to foster the development of green banks and accelerate solar energy projects in North and South Dakota. Through strategic partnerships and innovative financing, our national green bank aims to create a robust clean energy finance ecosystem that addresses critical market gaps and maximizes the impact of every public dollar invested. This seed funding builds on CGC's decade-long leadership in the Green Bank movement, which has already led to billions toward clean energy adoption, ensuring that the nation's climate goals are met.

Job Summary

CGC is hiring a Managing Director to join its investments team in New York, deploying capital and supporting the network team across a variety of clean energy / sustainable infrastructure sectors including power, energy, transportation, and multiple other sectors resulting in a reduction of greenhouse gases. In addition to making investments in sustainable infrastructure opportunities, the Manager Director will also work with third party capital providers to mobilize additional capital directly and indirectly.

The candidate should have significant experience enabling the candidate to lead the assessment, structuring, execution, and management of senior, subordinated, and unitranche infrastructure debt with minimal transactional oversight.

The Managing Director position is based in New York City.

Key Responsibilities

- Lead origination, negotiation, documentation and ongoing portfolio management of investments meeting CGC objectives.
- Oversight and mentoring of transaction teams.
- Development of key market relationships including borrowers, investees, co-investors and other key clean energy deployment relationships.
- Delivery of highly refined work product, including term sheet development, investment approval memorandum and presentations with minimal oversight.

- Participation in developing annual and forward-looking business plans for meeting investment goals.
- Identify market trends and market opportunities, including areas where CGC can provide additionality in terms of financing market transformation.
- Support financing market transformation via working with third party capital providers to mobilize third party capital directly or indirectly via direct investment alongside CGC and/or at a CGC portfolio level.
- Work with colleagues across organization to achieve CGC objectives.

Required Skills and Abilities

- Mastery of project finance and other structured financing related structuring and documentation.
- Mastery in negotiating transaction terms & conditions and documentation and able to lead with minimal oversight.
- Outstanding credit analysis skills and ability to evaluate a variety of sustainable infrastructure investment opportunities.
- Ability to organize and supervise investment processes and work collaboratively and with a sense of urgency with internal teams and external clients.
- Demonstrated ability to originate and lead execution teams.
- Tenacious and accountable in driving results.
- High degree of integrity and transparency.
- Strives for continuous personal and organizational improvement.
- Celebrates and supports team and colleagues success.
- Excellent organizational skills and experience in organizing and prioritizing project sets based on substance, urgency, and capacity.
- Self-organized with excellent attention to detail.
- Ability to work under tight deadlines and handle multiple tasks in a fast-paced dynamic environment.
- English language fluency required.
- A dedication to climate finance.
- A sense of humor, passion for change, and an eye towards innovation.
- Authorization to work in the United States of America.
- Occasional travel is required for due diligence, origination and other CGC matters.

Education and Experience

- Bachelor's degree required. MBA, CFA, or advanced degree a plus.
- At least 12 years' experience in a leadership role originating and executing transactions in project, infrastructure, and/or structured finance with experience related to renewables and sustainable infrastructure. Candidates with more or less experience will be considered for alternate roles.

Compensation and Benefits

- The salary range for the Managing Director is between \$400,000 and \$450,000.
- Managing Director will be eligible for an annual bonus of 10%-30% based on job performance.
- The benefits offered for Managing Director are health insurance, 401k, vacation leave and sick leave.

CGC is dedicated to providing equal employment opportunities to all individuals based on job related qualifications and their ability to perform a job, without regard to age (over 40), sex (including pregnancy, married women and unmarried mothers), race, color, creed, veteran status, religion, disability, sexual orientation (including actual or perceived orientation), gender identity, gender expression, ancestry, marital status, national origin, citizenship, genetic characteristics, civil air patrol status, lawful activities during non-working hours, or any other protected class as defined by applicable federal, state, or local laws. It is our policy to maintain a non-discriminatory environment free from intimidation, harassment, or bias.

Our equal employment opportunity philosophy applies to all aspects of employment including recruiting, hiring, training, promotion, job benefits, pay, dismissal and social/recreational activities. Our designated Civil Rights Coordinator is CGC's Chief Administrative and Development Officer.