

Unitus Capital

Associate Vice President, Financial Advisory

Unitus Capital (“UC”) is a boutique financial advisory and consulting firm specializing in investment opportunities with entrepreneurial companies, including microfinance institutions, serving those at the bottom of the economic pyramid - the 3 billion people worldwide living on less than \$2 per day. UC was formed in 2008 and currently provides a range of investment advisory and consulting services including capital structuring, arrangement of debt and equity capital, and strategic financial advisory. UC seeks to create simultaneous social and financial value for all stakeholders. We are seeking an **Associate Vice President** to work closely with senior professionals in executing assignments for our clients and building our business.

UC is a strategic affiliate of Unitus, Inc. (“Unitus”), an international NGO which has worked since 2001 to reduce global poverty by increasing access to life-changing microfinance services. Unitus partners with early-stage, high-potential MFIs, helping them build capacity, attract capital, and achieve exponential growth. The 23 Unitus partners serve more than 6 million families in India and Southeast Asia, East Africa, Mexico, and South America.

More information on Unitus Capital and Unitus can be found at www.unituscapital.com and www.unitus.com

Position Location:

Bangalore, India

Relationship:

This position will report to a Vice President.

Position Summary:

The Associate Vice President is an integral member of our team working directly with Vice Presidents and Managing Directors in all facets of our business, including origination and execution of transactions, and building relationships with clients.

Responsibilities:

- Work on a wide range of assignments/transactions, from initial client pitches through transaction closings, including equity and debt private placements; mergers and acquisitions; and other strategic advisory services.
- Lead transaction due diligence with minimal supervision
- Communicate regulatory, financial information and complex strategic issues in a clear, concise and relevant manner to assist and guide transaction structure
- Ability to market services both to internal partners and external clients, develop client networks, and support efforts in developing and executing strategies for client acquisition
- Ensure quality of client deliverables by having a strong attention to detail
- Mentor and develop junior staff
- Individuals will be assigned a wide variety of projects and given as much responsibility as their experience and capabilities permit

Qualifications:

- 4-6 years of experience at an investment bank or boutique M&A or private equity advisory firm with solid transaction experience across a range of transaction types
- Demonstrated experience in managing of day-to-day aspects of client relationships and transactions with superior attention to detail and quality deliverables
- Superior research and business/financial analysis skills
- Superior financial modeling skills with solid experience in accounting and business valuation techniques
- Exceptional written and verbal communication skills
- Knowledge of microfinance or social investment space, desirable
- Native Hindi speaker, desirable
- MBA with major in Finance or Economics (or equivalent degree), desirable
- Demonstrated ability to work independently coupled with solid team skills
- Strong working knowledge of Microsoft Office Applications, and specifically Excel and Powerpoint
- Willingness to travel domestically and internationally (up to 50% of time away from Bangalore)
- A passion for making a difference

Desired candidates will have the ability to out-perform this job description and have a passion for making a difference with an ability to thrive in a collegial, dynamic, entrepreneurial and driven culture.

Please submit a resume and cover letter explaining how your skills and experience align with UC's requirements by email to info@unituscapital.com. Please include "**RECRUITMENT: Associate Vice President position**" in the subject line. *This position is open until filled.*

UC is an equal-opportunity employer.