



## Unitus Capital Associate, Financial Advisory

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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** 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](http://www.unituscapital.com) and [www.unitus.com](http://www.unitus.com).

### **Position Location:**

Bangalore, India

### **Relationship:**

This position will report to a Vice President.

### **Position Summary:**

The Associate is a key member of our team, and this position presents an excellent opportunity to work on a variety of groundbreaking transactions, providing exposure to different capital raising assignments and financial advisory services.

### **Responsibilities:**

- Assist in deal processing and due diligence for a wide range of transaction types, including equity and debt private placements; mergers and acquisitions; and other strategic advisory services.
- Perform financial modeling and analyses for client companies
- Assist with developing pitch books, marketing materials and other business development materials
- Assist in writing investment recommendations
- Assist in writing Confidential Information Memorandums
- Gather and analyze company financial statements, industry regulatory and economic information, and financial periodicals and newspapers
- Provide ongoing research and comparable companies analysis to support industry specializations
- Provide senior team members with administrative and research support through all phases of an assignment/transaction



**Qualifications:**

- 1-3 years investment banking experience
- Superior analytical, writing and communication skills
- Solid understanding of the M&A industry, accounting and business valuation techniques
- Knowledge of microfinance or social investment space, desirable
- Native Hindi speaker, desirable
- BA/BS with strong academic record; preferred major in Finance, Accounting or Economics
- Displays superior maturity, commitment, initiative, problem solving capabilities, attention to detail, and ability to multi-task
- Self starter with solid team skills
- Strong computer skills (Word, Excel, PowerPoint, etc.)
- 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](mailto:info@unituscapital.com). Please include "**Associate position**" in the subject line. *These positions are open until filled.*

UC is an equal-opportunity employer.