



## Unitus Capital Vice President, 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 a **Vice President** to help build our business across India and Asia.

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 Managing Director based in Bangalore.

**Position Summary:**

The Vice President will develop client relationships and lead the origination and execution of a wide range of financial advisory assignments which help clients achieve their long-term strategic goals.

**Responsibilities:**

- Originate and execute transactions
- Act as lead advisor on structuring capital raising solutions for clients, including equity and debt financing; private placements; mergers and acquisitions; and other advisory services.
- Develop and maintain important client relationships and generate revenues from these relationships
- Maintain client relationships during deal execution,
- Expand the business franchise within a designated industry or product sector, by building industry or product-specific expertise, and initiating new client relationships
- Prepare presentations to senior level executives and board members
- Manage and assist in training a team of Associates and Associate Vice Presidents



**Qualifications:**

- 7+ years of relevant investment banking experience
- Solid transaction experience and technical expertise across a broad range of transaction types
- Capable of independent activity in originating, structuring, and executing complex transactions, including equity and debt financing; private placements; mergers and acquisitions; and other advisory services.
- Exceptional leadership and team skills
- 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
- 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](mailto:info@unituscapital.com). Please include "**RECRUITMENT: Vice President position**" in the subject line. *This position is open until filled.*

UC is an equal-opportunity employer.