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**Application Deadline:** open until filled

## **Job Title: Senior Project Finance Developer**

**Location:** Portland, OR<sup>1</sup> (preferred, location negotiable)

**Position Type:** Permanent/full-time

**Expected Start Date:** August 2020

**Overview:** The Freshwater Trust (TFT), a non-profit leader in watershed analytics and applied restoration, is seeking senior leader to lead a new deal origination team as part of its Basin Fund Initiative. This full-time position will structure deals and financing for implementing the prioritized project investments on the agricultural landscape identified by TFT's analytical systems and price models.

Agricultural sediment and nutrient runoff is a major water quality factor in many American river systems, and existing conservation funding sources been too isolated, too slow, and too bureaucratic to drive needed improvement to date. In order to change this dynamic, TFT endeavors to access and combine new sources of capital into easy-to-access, business-positive proposals that can more rapidly and broadly influence the agricultural landscape. TFT cannot source and secure these good agricultural deals at the needed scale, so must identify "upstream" pathways for catalyzing these projects. The Senior Project Finance Developer will be responsible for developing compelling business cases for various agricultural stakeholders (e.g., individual farmers, investment firms), packaging/testing those cases for scalability potential, and then prototyping, originating, and ultimately securing deals. The ideal candidate will have a demonstrated track record of building and closing successful transactions on the agricultural landscape, including familiarity with existing agricultural supply chain partners, agricultural operations.

This position requires a proven leader who can work in a dynamic, innovative, and fast-paced environment that emphasizes quality, analytical rigor, critical thinking, and a strong desire to grow and integrate the talent and skills of team members. This role is ideal for an individual with expert knowledge of deal development in the agricultural landscape, project finance, real estate and tax opportunities, government funding sources, and innovative financing options in the conservation/non-profit space (e.g., green bonds, foundation Program Related Investments, impact investing (debt and equity), or related financial mechanisms).

This position requires the ability to understand technical details in order to contribute and guide concept development and the ability to communicate with non-technical teams to ensure continuous alignment of the Basin Fund Initiative, market needs, and mission goals.

**Position Responsibilities:** In addition to the description above,

- Work with key TFT executive team and Board to align deal development with broader organization priorities.
- Oversee origination, deal development, due diligence, approval and implementation of workflow to drive timely goal attainment for TFT's Basin Fund Initiative.

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<sup>1</sup> The Portland office is currently working from home due to COVID-19 precautions

- Lead the origination of a pipeline of conservation finance opportunities via prospect and sector outreach, marketing and screening.
- Undertake and manage due diligence, financial modeling, risk analysis and mitigation in structuring of the Basin Fund Initiative finance stack of subsidies, loans, impact investments, guarantees or other forms.
- Supported by internal and external counsel, ensure all deals have appropriate legal documentation and are concluded in line with approvals, and that financial close is achieved in timely fashion.
- Facilitate and/or lead relationships with an array of potential lender/investor partners in the region and beyond, as well as local supply chain partners.
- Develop, maintain and share knowledge within TFT on lessons learned from Basin Fund Initiative deal development process.
- Supervise performance of deal packaging and reporting to staff, providing clear direction and regular monitoring and feedback on performance.
- Provide review for analytical deliverables and visual representation of Basin Fund Initiative technical work product.
- Work with TFT's finance & operations team to track hours and project resourcing needs.

### **Qualifications and Skills:**

- MS, MBA or equivalent in Business Administration, Finance or related fields.
- 7 to 10+ years of relevant professional experience, including hands-on work originating financial packages, managing due diligence, financial modeling, mitigating credit and other risks, negotiating term sheets and finance documentation and related project finance activities.
- Exceptional collaborative skills, interpersonal relationships skills, and the ability to form and maintain strong cross departmental and cross disciplinary relationships.
- Ability to work in an open-office, team environment
- Excellent communication skills, both verbal and written
- Preferred: experience sourcing and packaging conservation and/or farm-related deals

### **Compensation:**

- Competitive salary based on experience
- Generous benefits package, including full health coverage, PTO, and retirement contributions

### **Application Instructions:**

- Submit a Cover Letter, Resume and a list of 3 References into a single PDF at:  
<https://app.smartsheet.com/b/form/797bf7747a6344ee98bdb0c6859036a8>

*Please, no phone or email inquiries about this position. Applicants must have legal permission to work in the U.S.*

*Interested candidates from historically underrepresented communities are strongly encouraged to apply. The Freshwater Trust is an equal opportunity employer and does not discriminate in its selection of candidates for employment on the basis of race, color, national origin, religion, sex or sexual orientation, marital status, disability, age, military service, family medical history, legal source of income, gender identity, political affiliation, or family leave obligations. ADA accommodations will be provided upon request.*