



Blackford Capital Associate Job Description

Overview

Blackford Capital is a private investment firm that acquires, manages, and builds middle-market manufacturing, distribution, and service companies. We believe that the best opportunities to create significant value are found in companies in need of new capital and new ownership structures. Our goal is to provide attractive exit options for owners and operators of small to medium-sized privately held manufacturing enterprises and to provide divestiture opportunities for divisions of corporate parent companies that no longer reflect the company's strategic focus. The firm's atmosphere is aggressive and energetic.

Associates support the principals in all aspects of the deal process from origination and due-diligence through deal structuring and post-investment portfolio management. Candidates who take initiative, have a tremendous work ethic and have a high level of maturity are considered ideal. Superior written and oral communication skills are also required. The Blackford Capital Associate is a post-MBA position.

Compensation is competitive, consisting of a base salary and performance bonuses paid throughout the year.

Five plus year commitment with potential promotional track to Senior Associate and then VP for strong performers.

Job Description

Title: Financial Associate

Location: Grand Rapids, MI

Responsibilities:

- New employee will be a critical member of client's transaction team and will support other members of the deal team, primarily but not exclusively through financial analysis
- Provide initial investment review and screening of prospective investment opportunities for the firm as well as tracking of the firm's investment pipeline
- Extensive financial modeling including sensitivity analysis to support potential investment opportunities
- Provide financial evaluation of project investment opportunities including review of project documents such as power purchase agreements, steam agreements, fuel contracts, and financing agreements
- Assist in preparation and presentation of Investment Recommendations to the firm's Executive Committee
- Participate in negotiations on behalf of the firm for new investments dealing with partnership arrangements, financing arrangements, and other project contacts which impact the project return
- Provide ongoing monitoring of assets with the firm's portfolios including review of monthly operating results and maintaining project pro forma
- Meet with project developers, project partners, financial institutions and consultants on matters related to the financial performance of projects and investments
- Establish and maintain relationship with industry, trade and professional organizations to enhance visibility of the firm and its portfolio companies in the market place
- Maintain internal database of potential investments
- Travel required

Blackford Capital Associate Job Description (cont.)

Qualifications:

- Looking for mature, responsible, intelligent analyst or associate to complement existing private equity transaction team
- Highly analytical
- Extensive financial modeling skills and experience in Excel
- Previous transaction experience on either the buy or sell side
- Strong interpersonal and communication skills
- Clear, concise writing skills
- MBA
- Previous private equity a plus
- Investment banking background highly preferred
- Previous work/internship experience

Compensation:

Salary and annual bonus based on performance

To Apply:

Please send cover letter and resume to Barb Zenker at BZenker@blackfordcapital.com or call (616) 328-6862.