



Unitus Capital Associate, Corporate Finance (x3)

Unitus Capital (“UC”) is a boutique financial advisory and consulting firm specializing in investment opportunities with entrepreneurial companies, including microfinance institutions, serving customers at the bottom of the pyramid - the 3 billion people worldwide living on less than \$2 per day. UC currently provides a range of investment advisory and consulting services including capital structuring, debt and equity capital markets and financial advisory; UC will commence principal investment operations in 2009. UC will create simultaneous social and financial value for all stakeholders. We are seeking talented, quantitatively-driven and high motivated financial analysts to join our team as **Associates** working closely with senior professionals in executing transactions for our clients.

UC is one of the first initiatives of Unitus Investment Group (“UIG”), a strategic affiliate of Unitus, Inc., UIG was formed in early 2008 to support the Unitus mission by launching a new group of commercially-oriented funds and companies that will invest in and encourage the broader delivery of financial services and related products for the poor worldwide. Unitus is an international nonprofit organization dedicated to advancing innovative, market-based solutions to global poverty. Unitus works to create pathways out of poverty for the world’s working poor by increasing access to life-changing microfinance services. 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 Vice President, Asian Corporate Finance.

Position Summary:

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

Responsibilities:

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



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 responsibility, attention to detail, commitment, initiative, problem solving capabilities, 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 ashort@unituscapital.com. Please include "**Associate**" in the subject line. *These positions are open until filled.*

UC is an equal-opportunity employer.