

**JOB DESCRIPTION**  
**ASSOCIATE, ELEVAR EQUITY, BANGALORE**

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Elevar Equity is a leading, global growth private equity investor focused on the underserved 4 billion in India, Latin America and South East Asia. Elevar seeks to fund growth-oriented entrepreneurs building microfinance institutions, financial services firms and other companies providing essential products and services to the base of the pyramid in emerging markets. Elevar's vision is to invest in entrepreneurs who understand that innovation, growth, scalability and profitability combine to create opportunity and prosperity for local communities. Our team is based in Bangalore, Seattle and the Bay Area. ([www.elevarequity.com](http://www.elevarequity.com))

**POSITION SUMMARY**

We seek a dynamic, passionate and experienced team player to be a part of a small and focused investment team making investments in entrepreneurially driven microfinance institutions and allied businesses that aim to create opportunities for the poor. The successful candidate must have deep experience structuring, negotiating and closing M&A or investment transactions, expertise in financial modeling and strong analytical skills gained at a top-tier private equity fund, venture capital firm or investment bank. The ideal candidate will have a true passion for thinking creatively and using his/her finance skills and strategic thinking to bring about meaningful improvements in the world. *The position is based in Bangalore and reports to the Managing Directors of Elevar.*

**PRIMARY RESPONSIBILITIES:**

- *Transaction Execution*
  - Provide analytical and transaction support on potential investments including:
    - Qualitative analysis on potential investments
    - Quantitative analysis (see financial analysis below) including valuation analysis, exit scenarios, capitalization tables
    - Conducting industry and company on-site and desk due diligence
    - Preparation of investment recommendation
    - Deal structuring (financial and legal)
    - Negotiation of deal terms and deal documentation
- *Financial Analysis*
  - Create analytical framework to evaluate new businesses
  - Build financial models including historical financial and projections analysis, discounted cash flow analysis, business sensitivity analysis, etc.
  - Develop valuation methodologies and frameworks for portfolio companies/new deals
- *Portfolio Company Management*
  - Develop and track financial and operating metrics of portfolio companies
  - Work with MDs on monitoring/managing issues affecting portfolio companies
  - Work with portfolio company management teams on specific projects
  - Keep track of trends in the market and competition for portfolio companies
  - Facilitate relationships between external providers and portfolio companies

- *New Deals*
  - Deal sourcing
  - New deal/business plan evaluation
- *Other*
  - Perform market research with relevance to microfinance/base of the pyramid industries, portfolio companies or new deals
  - Assist MDs on other projects as requested

**SKILLS/EXPERIENCE:**

- MBA or equivalent preferred; exceptional academic record from top-tier university undergraduate degree in business, finance or economics
- 4-5 years financial experience at a top-tier private equity, venture capital firm or investment bank, with primary focus on quantitative financial modeling and transaction execution
- Experience with equity investments in privately held companies in emerging markets, preferably in India
- Willingness to locate in Bangalore and spend 2 to 3 months a year travelling in India/abroad
- Demonstrated success in independent thinking and/or research
- Proven ability to work and communicate with an international, cross-continental team
- Demonstrated commitment to the public good through volunteer and other responsibilities

Elevar is an Equal Opportunity Employer. Interested candidates may submit their candidacy by sending a resume and cover letter explaining how their skills and experience align with Elevar's requirements to Ms. Darshana Kumar ([darshana@elevarequity.com](mailto:darshana@elevarequity.com)). The subject of the email should specifically state "**Associate Position at Elevar**".