

Vice President, Investor Relations

Introduction

Foss & Company is hiring a Vice President for its Investor Relations team, which is responsible for leading and managing the firm's capital raising, investor relations, and capital markets activities. The Vice President of Investor Relations will report to the Director of Foss Renewable Energy Partners and the President of Foss & Company.

The Vice President of Investor Relations will develop and manage all institutional investor relationships within an assigned geographic territory. With the support of management, the Vice President of Investor Relations will "own the relationship" with each prospective institutional investor entity and is ultimately responsible to introduce and educate the key decisions makers in each company to Foss & Company's tax equity investment offerings.

About Foss & Company

Foss & Company is a national investment management firm founded in 1983. We have managed and deployed nearly \$7 billion in Tax Equity on behalf of our institutional investor clients through direct investments, syndications, and proprietary Foss fund vehicles. Foss Renewable Energy Partners (FREP) is a wholly owned subsidiary of Foss & Company. FREP is significantly ramping its tax equity investment activity, and we are seeking individuals to join our institutional fund-raising team to support capital raising for renewable energy tax equity investments.

Requisite traits:

- Strong work ethic and commitment to a high standard of excellence.
- Dynamic and credible professional who communicates with clarity and has exceptional presentation skills.
- Detail orientation and meticulousness with an uncompromising desire for timeliness and accuracy of data.
- Comfortable discussing sophisticated and sometimes complex investment, tax, and accounting topics. Able to simplify complex topics at certain times and "go deep" with sophisticated professionals at other times.
- Proven ability to balance multiple assignments and manage quality, accuracy, and consistency of each work product.
- Ability to operate autonomously and exceed expectations despite minimal guidance.
- Entrepreneurial spirit: flexibility to do whatever it takes and ability to succeed in ambiguous situations.
- Proven ability to manage large workloads to meet strict deadlines.
- Ability to synthesize and clearly communicate findings of analyses.
- Resourceful and creative in approach to research and problem-solving.
- Superior interpersonal skills.
- Intellectual agility and curiosity.
- Ability to work well in a dynamic and rapidly changing environment.
- Proven ability to work with diverse groups of people in challenging and complex endeavors.
- Unimpeachable character, strong values orientation, and a cultural fit with a rapidly growing investment firm.

A successful candidate will possess the following skills and attributes:

- 8+ years relevant industry experience with a preference for work in investment banking, private equity, impact investing, venture capital, management consulting, or similar with exposure to client communication and/or investor relations.
- Strong community presence with an established network in the Bay Area.
- Strong demonstrated success in business development, relationship management, and networking.
- Familiarity with renewable energy markets and ESG investing (preferred).
- Proficiency with Salesforce or similar relationship management software platform (preferred).
- Series 22 & 63 licenses required for position; unlicensed candidates considered but required to obtain licenses within 90 days of start date.
- Advanced degree in business, finance, law, or similar with high academic achievement a plus.
- Strong references from prior employers and peers.

Some benefits to look forward to:

- Flexible work schedule and availability to work remotely
- Health and dental benefits
- Matching 401k
- Great commission structure, with uncapped upside
- Compensation commiserate with experience and abilities

Location: This position will be based in our San Francisco, CA office, or at a remote office elsewhere in the San Francisco Bay Area.

Diversity: Foss & Company is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of actual or perceived race, color, creed, religion, ancestry, citizenship status, age, sex, marital status, sexual orientation, national origin, disability or handicap, veteran status, or any other characteristic protected by applicable federal, state, or local laws. Foss & Company celebrates diversity, and encourages candidates of all backgrounds to apply.

To apply: Please submit a resume and cover letter to IR@fossandco.com. Include job title in subject line of email.