**Vice President of Investments, TX Region**

**Introduction**

The Vice President of Investments at Foss & Company (“VP”) will report to the Senior Vice President of Investments and will be responsible for leading and managing the firm’s capital raising, investor relations, and capital markets activities. The VP will develop and manage all institutional investor relationships in the following states: Texas, Louisiana, Oklahoma and Arkansas. With the support of management, the VP will “own the relationship” with each prospective institutional investor entity and is ultimately responsible for introducing and educating the key decision-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 over $8 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 ESG deal team in all aspects of underwriting, due diligence and negotiations, and post-close asset management.

**About the Role**

**As successful candidate will possess the following specific skills, knowledge & capabilities:**

* Dynamic and credible professional who communicates with clarity and has exceptional presentation skills
* 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 manage large workloads to meet strict deadlines
* Detail orientation and meticulousness with an uncompromising desire for timeliness and accuracy of data
* 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
* Resourceful and creative in approach to research and problem-solving
* 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
* Strong work ethic and commitment to a high standard of excellence
* Superior interpersonal skills
* Intellectual agility and curiosity

**Qualifications Required:**

* 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 Texas region
* 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)
* SIE, Series 22 & 63 licenses (or equivalent legacy 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:**

* Health and dental benefits
* Matching 401k
* Quarterly or annual bonuses

**Location:** This position will be based in the region of coverage (note above), will allow for remote working, but requires some travel and in-person meeting.

**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.