

Title: Development Finance Consultant
Location: Wyoming
Division: Investments
Reports To: Economic Development Finance
Manager
Position Status: Exempt
August 2020

Basic Purpose:

Consults with businesses and communities to create a tailored financing strategy. Determines funding gaps and evaluates private and public investment tools to develop robust financing strategies. Evaluates companies and connects clients with appropriate financial entities or solutions. Uses specialized knowledge in public and private finance to help businesses, communities, and Wyoming achieve their goals.

Essential Duties:

- Establishes strong client relationships with businesses and communities across Wyoming.
- Identifies blended financing tools to leverage needed capital for complex projects.
- Assists with businesses project financial feasibility analyses and prepares alternative solutions, as necessary.
- Evaluates companies for readiness and fit with investor portfolios and connects companies with correct investment entities.
- Identifies new projects and assists in executing deals, advising companies and communities on various financial instruments.
- Provide client support from project evaluation to implementation and beyond.
- Monitor and evaluate trends, new tools and develop recommendations for implementation as a means to add customer value.

Position Requirements:

- Any combination of education and experience equivalent to a bachelor's degree in economics, finance, business or any other related degree plus seven years' work-related experience in finance, portfolio management or other similar field.
- Experience with private equity and other startup finance tools, either from within a company or in an investor role.
- Strong financial analysis and modeling skills.
- Strong numerical, analytical and conceptual skills encompassing finance and the associated areas of investment, portfolio management and corporate finance and economics.
- Must be able to work cooperatively and effectively among various work groups, audiences, vendors and internal departments.
- Must be a gifted communicator capable of gaining consensus or stakeholder buy-in on new, complex or challenging ideas.
- Ability to easily transition among projects of varying scale.
- Creative, versatile and willing to take on big challenges.
- Exercise appropriate judgement and decision-making skills over complex matters.