

## Director of Project Finance for Urban Ecosystems Project Developer

### Overview and Responsibilities

Fresh Coast Capital is a mission-driven project developer that redevelops vacant and underutilized urban land into productive environmental assets. Fresh Coast finances, installs and manages large-scale, revenue-generating ecosystem services projects across vacant properties in urban areas. We are hiring for a Director of Project Finance to join an entrepreneurial team and lead the financial structuring of our deals.

In this position, you will:

- Lead the financial structuring of deals, engaging with investors, municipal partners, advisors and the executive team to match the deal structure to stakeholder and project needs
- Apply your project finance experience from related sectors to structuring deals for urban ecosystem services, including stormwater, green infrastructure, agriculture and environmental services
- Leverage existing project finance models while also exploring innovative structures and revenue streams
- Support the capital raising process and maintenance of ongoing relationship with financial partners
- Report directly to the CEO
- Have the opportunity to grow into an executive team role over time

### Qualifications and Characteristics

You are a project finance professional with:

- At least 4 years' experience in financing private sector infrastructure (particularly project financing or PPPs), including hands-on experience in originating loans, guarantees and/or equity transactions, managing due diligence, financial modeling, mitigating credit and other risks, negotiating term sheets and finance documentation and related project finance activities.
  - o Experience in at least one of the following areas: public infrastructure, renewable energy, water, environmental markets, land development
- A demonstrated track record of closing successful project finance transactions in the above areas, typically as a banker or developer and ideally with both debt and equity experience
- A demonstrated passion for using your professional and personal path to advance solutions to social and environmental goals
- The proactive, creative and pragmatic mindset of an entrepreneur

- A sharp, strategic eye for designing deal structures that maximize the value of each project for all stakeholders
- The ability to see each project through from vision to implementation while balancing multiple projects simultaneously
- A genuine respect for, and ability to leverage, the perspectives and contributions of your team

#### Location and Compensation

- Preference to be based in Chicago, but may be flexible for right candidate with willingness to travel and commitment to communication
- Compensation is commensurate with experience and will include performance incentives

#### To Apply

Submit cover letter and resume to Nicole Chavas, [nicole@freshcoastcapital.com](mailto:nicole@freshcoastcapital.com)