



## Job Description | Financial Analyst

### About Us

East Point Energy is a development firm focused on the origination, construction, and operation of energy storage projects. Our team is currently developing gigawatts of energy storage projects throughout the country, helping to transform the grid into a renewable, resilient, and affordable system for generations to come. East Point is a wholly owned subsidiary of Equinor, a broad international energy company committed to long-term value creation in a low-carbon future.

East Point's nimble team is comprised of hard-working, strategic problem solvers who are passionate about sustainability. We are technology and contractor agnostic, allowing us to find the best solution for each project. The firm's executive team founded East Point in 2018, bringing decades of combined energy development experience and over 1.8 gigawatts of solar, wind, and energy storage projects currently in operation across the United States. Success for East Point is measured by delivering affordable energy storage solutions that benefit the grid, communities, and our environment.

*East Point is committed to cultivating and preserving a culture of inclusion and connectedness. We hire great people from a wide variety of backgrounds, not just because it's the right thing to do, but because it makes our company stronger. Studies have shown that women and people of color are less likely to apply for a job unless they feel they are fully qualified in every way. We also know that sometimes the best candidates do not check every box. If you are interested in learning more, we would love to hear from you.*

### Title: Financial Analyst

The Financial Analyst is responsible for supporting the commercial and financial optimization of energy storage projects from early-stage development through construction, ownership, and operation. This role reports directly to the Director of Business Development and collaborates with the Project Development Team to appropriately value both greenfield development and project acquisition opportunities. Over time, this role may include supporting the commercial and financial optimization of other renewable technologies to include solar and solar + storage.

#### Roles & Responsibilities:

- Develop and manage financial models for energy storage projects using various financing structures, including understanding project value and cash flows
- Develop data analytics models from large datasets that efficiently clean, organize, analyze, and visualize trends and insights to inform project-specific decisions
- Collect assumptions and coordinate review of use cases for projects
- Coordinate with development and engineering teams to compile and maintain financial model assumptions

- Provide financial due diligence and analysis to support project development before and after East Point enters a market
- Support the due diligence during the acquisition and marketing of projects
- Support financial analysis and market competition analysis
- Lead modeling financing scenarios for projects and portfolios including all equity, debt and equity, and the possibility of tax equity
- Support negotiation of key definitive agreements (real estate options, revenue contracts, and purchase and sale agreements) for the acquisition and sale of projects/portfolios, revenue origination, and project development
- Prepare internal and external presentation materials
- Manage and coordinate outside vendors related to responsibilities listed above

#### Skills:

- Strong financial analysis and Excel modeling experience
- Strong analytical skills with the ability to collect, organize, analyze, and communicate trends and patterns in complex data sets with experience in either Python, R, or Microsoft Power BI
- Strong understanding of accounting and project finance
- Strong knowledge of power markets
- Excellent written, verbal, and non-verbal communication; ability to communicate to audiences with varying degrees of technical understanding
- Strong negotiation and presentation skills
- Proficiency with Microsoft products (Word, Excel, PowerPoint, Teams, Outlook, etc.)

#### Characteristics of an Ideal Candidate:

- Strong appetite to explore, learn, and master new skillsets
- Ability to make informed decisions quickly with a bias for action
- Passion for energy development and the environment
- Creative problem-solving ability and solutions-oriented mindset
- Self-starter with a desire to succeed and a focus on creating value
- Team player and leader, proactive attitude
- Organized, attention to detail
- Comfortable with a fast-paced, rapidly changing environment
- Integrity and accountability

#### Education & Experience:

- 4-year university degree: BS or BA in business, finance, accounting, mathematics, economics, or related field
- 2+ years of related experience preferred, with a strong preference for experience in preparing and maintaining financial models and investment presentations
- Background in energy development preferred

#### Travel & Time Commitment:

- Limited travel related to industry conferences and company events
- This is a full-time, exempt salaried position. Standard office hours are from 8:30 AM – 5:30 PM EST. The demands of projects may require work outside of these times.

Benefits:

- Health, Dental, & Vision Insurance
- Short-Term & Long-Term Disability Coverage
- Life Insurance
- 401(k) & Employer Match
- Parental Leave
- Paid Time Off
- Sick Leave
- Holidays
- Education, Parking, and Gym Membership Stipends

Location:

East Point Energy office in Charlottesville, VA

This job description is not inclusive of all requirements of the position. Employees will perform any other duties as may be required by their manager.

Please apply on our website: [eastpointenergy.com/careers](http://eastpointenergy.com/careers)