



Pickering Energy Partners

Advisory

Managing Director, Head of Energy Transition Banking

+ MANAGING DIRECTOR, HEAD OF ENERGY TRANSITION BANKING

Firm description

Pickering Energy Partners (“PEP”) is a market leading Houston-based energy financial services firm that has been methodically built over 15 years, spanning multiple commodity and energy market cycles, with the goal of creating a best-in-class, energy-only asset manager and financial advisory firm. The original Pickering Energy Partners was founded in early 2004 by Dan Pickering as an institutional energy research firm before subsequently partnering with Bobby Tudor and Maynard Holt in 2007 to become Tudor, Pickering, Holt & Company.

Today's Pickering Energy Partners takes an entrepreneurial approach to an energy-focused financial services platform with customized asset management strategies, a high impact consulting capability, and a growing Energy Transition equity research effort. Headquartered in Houston, TX, PEP combines the leadership of Dan Pickering with an experienced, opportunistic team that aims to provide guidance and long-term value for clients while having a positive impact on the companies and communities in which PEP invests.

Position description

Building on its existing expertise and capabilities, PEP seeks to hire a Head of Energy Transition Banking to spearhead the firm's entry into investment banking.

PEP is looking for a senior banker with a strong, existing network that can originate buy and sell side investment banking advisory business. This executive will be responsible for developing, implementing, and executing a coverage strategy to substantially build PEP's market presence in the energy transition sector (wind, solar, hydro, biomass, storage, etc.). This will include developing new investment banking advisory business opportunities and product solutions. This banker will be a recognized leader in energy transition, with a track record in the space and an existing network of executive leaders and financial sponsors of public and private energy transition companies.

The successful candidate will be an entrepreneurial, collaborative, and high-energy banker with significant domain expertise in the energy transition marketplace. This executive will lead PEP's entry into energy transition banking and will be responsible for developing and executing on a business plan, in partnership with PEP's senior leadership team.

Primary responsibilities

- Assisting in developing and advancing the strategy for the energy transition agenda in the U.S., in alignment with PEP's overall strategic objectives.
- Developing and cultivating new client relationships in order to expand PEP's energy transition brand in the market
- Strengthening PEP's relationships with existing clients and other stakeholders in this sector, bringing a breadth of products and solutions to the market.

Personal characteristics

PEP possesses a strong culture that has enabled it to attract, integrate, and retain exceptional talent across asset management, research, and consulting. PEP is committed to becoming an authoritative voice on energy transition and a strategic advisor to the companies that participate in the process. PEP's culture is aligned with leaders who are high-intensity, commercial, love to drive revenue, want to “win” and hate to “lose”. This individual should be entrepreneurial and attracted by the opportunity to drive the success of a scrappy up-and-coming firm. It is essential for the successful candidate to fit properly and successfully within those elements of PEP's culture.

Critical competencies

- Relevant industry knowledge, whether it be from a specific energy transition background or broader sustainability experience.
- Experience originating a range of services including buy and sell side M&A advisory, asset acquisitions and divestitures, private capital raising, and restructuring advisory.
- Proven ability to develop corporate relationships and monetize them through investment banking services.
- A natural ability to recruit, motivate, and lead teams.
- An entrepreneurial and business building disposition combined with the ability to lead the advancement of PEP's energy transition strategy.
- Strong communication skills and ability to represent PEP effectively, both internally and externally, acting as an ambassador for PEP in the market.

Additional information

- PEP offers a competitive salary and bonus opportunity. Excellent benefits package.
- To be considered, qualified candidates should send their resumes and salary history to Resumes@PickeringEnergyPartners.com, and reference "Managing Director, Head of Energy Transition Banking" in the subject.