



**Pickering
Energy
Partners**
Advisory

Associate, Energy Transition Advisory

+ ASSOCIATE, ENERGY TRANSITION ADVISORY

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

PEP is seeking a highly motivated individual for an Associate position in our Advisory business in Houston, TX. The ideal candidate will have a foundational understanding of the O&G and alternative energy industry, be comfortable interacting directly with clients, and possess exceptional analytical problem-solving capabilities.

Primary responsibilities

- Evaluate and analyze the financial needs of corporate clients, including the development of financial models and due diligence
- Prepare marketing materials and presentations
- Support client pitch and deal execution efforts
- Financial and written analysis of companies and industries, including the development of valuation models, pro forma financial statements and comparable company analysis
- Participate in drafting prospectuses and marketing presentations for transactions
- Prepare client presentations (including compiling data and assembling presentation materials)
- Apply product and capital markets knowledge to help clients achieve their financial objectives
- Participate in all stages of transaction execution, from the pitch phase through to closing
- Support and train younger team members as appropriate
- Interact with senior management, team members, internal and external legal counsel, accounting, operations, investment custodians, external advisors, and consultants in the course of conducting responsibilities
- Utilize necessary information systems for analysis and reporting

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

- 2-5 years of full-time, research, consulting, investment, financial advisory, energy industry or equivalent experience
- Undergraduate degree from accredited university required in relevant field (an advanced degree is a plus)
- Proven problem-solving skills with ability to quickly process complex information and present it clearly
- Consistently delivers exceptional results and great ideas, working independently and as part of a team
- Energetic, self-motivated and an ability to perform under pressure and meet time sensitive deadlines, sometimes for extended periods of time
- Ability to manage multiple project streams at the same time
- FINRA licensing: SIE, S63, S79

What we are looking for

- We are currently targeting an associate with a leadership mindset to join our Energy Transition Advisory team in the 'Wild West' of electrification, storage, hydrogen, carbon capture, and new business models driving the future evolution of energy.
- You will feel comfortable leveraging your skillset in corporate finance, financial modeling, presentation skills, the energy industry, and general business acumen to learn new subsectors in the Energy Transition.
- You are intellectually curious and are always seeking out new information to incorporate into your frameworks and work product. You know how to turn intellectually curiosity into relevant market viewpoints and actionable deal ideas.
- You draft high impact, compelling, scale-able pitch content, including relevant quantitative analysis and meaningful industry perspectives. You build useful, flexible financial models to understand corporate finance and business fundamentals of a business or deal.
- You utilize sound business judgment when pursuing and nurturing deals. You thrive when running a deal process from front to back, including buyer/investor targeting, NDA signups, dataroom management, teasers, investor presentations, Q&A, negotiation, and final signing. You know how to talk to people in all levels of an organization – both internally and externally.
- You will build and mentor your team, push them to excel, help them get better/smarter and avoid burning them up or chasing them off. People you've worked with in the past are willing to work with you again. You understand and are committed to in-person, face-to-face interactions with Houston teammates, institutional clients, industry players, and other relationships.
- You bring an "Owner/Operator" mindset to the team. You behave every day as if you are an owner, not an employee, of Pickering Energy Partners. That means approaching every process, deliverable, client relationship, and transaction as if it were your very own P&L (because guess what? It is!).
- You do what you say you will do, aren't afraid to be direct and are honest at all times.

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 "Associate, Energy Transition Advisory" in the subject.