

## **Job Title: Principal, Private Equity Practice Group**

### **Job Description:**

At Sovereign's, we envision a future where values-led investors and business leaders can engage together through capital. Principals in our Private Equity Practice Group are critical to this vision and help generate deal flow, evaluate investment opportunities, and oversee diligence processes. Principals also have the opportunity to shape the organization, lead on process improvements, and develop industry relationships critical to our long-term success. Our private equity practice has built a strong track record investing in lower middle market businesses primarily throughout the US Southeast with outstanding management teams, vibrant corporate cultures, and defensible business strategies. The values alignment we enjoy with our portfolio partners is a distinctive for our firm and shapes every dimension of the work we do. As the firm continues to expand, we are seeking to add a world-class Principal to our team.

### **Essential Functions:**

- Supporting the firm's overall culture as we seek to live out our company's vision, mission, and values
- Analyze new investment opportunities across multiple industry sectors
- Oversee extensive financial modeling and sensitivity analysis to support decision making
- Provide quality input and feedback on new deal opportunities to the senior leadership team
- Draft investment committee memos and participate in investment committee meetings
- Direct miscellaneous research & due diligence as necessary
- Support acquisitions across North America as part of the deal team
- Facilitate evaluation of senior lending options and support financing process
- Assist with all facets and phases of the transaction process
- Monitor portfolio company investments and generate quarterly reporting as necessary
- Maintain critical portfolio company records
- Support portfolio operating partners in the design and execution of value creation strategies
- Support portfolio company leaders with refinancing, restricting, and M&A initiatives
- Build and maintain excellent relationships with portfolio company counterparts

**Required Skills and Abilities:**

- Strong quantitative & analytical skills with fluency in financial statements
- Financial modeling expertise with a concentration on leveraged buyout models
- Demonstrated proficiency in Excel, PowerPoint and Word
- Previous lower or middle market private equity experience preferred to include:
  - Managing the due diligence process; Data room oversight, gathering and reviewing portfolio company data, and coordinating meeting schedules,
  - Understanding purchase and credit legal documents,
  - Developing investment strategies and investment memos for presentation,
  - Analyzing portfolio company performance,
  - Evaluating potential exit options and,
  - Managing a variety of different projects simultaneously
- Excellent interpersonal and communication skills across all mediums
- Industry knowledge and understanding of industry-wide financial benchmarking
- Desire to work hard and do timely and excellent work
- Proactive/Self-starter with ability to excel in a remote work environment
- Superior attention to detail

**Minimum Education:** Bachelor's Degree; MBA preferred

**Minimum Work Experience:** 5-7 years of experience in investment banking, private equity, transaction advisory, or management consulting at a top tier firm.

**Job Location:** US Southeast, preferably Atlanta, GA; Raleigh, NC; or Nashville, TN

**Please contact [careers@sovereignscapital.com](mailto:careers@sovereignscapital.com) and include a resume or bio and cover letter sharing your interest in our mission, vision, and values.**