

Technology Specialist - Energy

Position Description

Note: Statements included in this description are intended to reflect in general, the duties and responsibilities of this position and are not to be interpreted as being all-inclusive.

The Company:

A global leader in clean technology venture capital. To expand our capacity in the area of semiconductor based energy technologies we are seeking an entrepreneurial person to join our North American Team.

Responsibilities:

You will serve as a key member of the deal making team and, consequently, you will receive significant responsibility in deal analysis, deal experience, education and an understanding of venture capital transactions.

Duties:

In a typical assignment, your role will be to:

- Source and analyze companies from a technology, intellectual property, product, business model and operational perspective and prepare investment recommendations as part of a deal team.
- Coordinate and perform due diligence, including evaluation of business strategy, competitive positioning, market analysis, marketing strategy, management capabilities, technology as part of a deal team. Provide support for portfolio companies and closely monitor their progress on key performance indicators.
- Analyze trends of industry segments related to new energy solutions based on semiconductor products such as photovoltaic, solid state lighting, power-electronics, thermoelectric and others.
- Use your broad technical knowledge and cross-functional networks to anticipate and address customer needs, including identifying technical challenges and specific growth opportunities and prepare investment strategy recommendations for these industry segments.
- Map market sub-sectors to find the most interesting companies and assess the competitive threats on a company level.
- Be instrumental in building out the company's network of experts in the related industry and technology fields.
- Travel, as required, to participate in due diligence, present information, attend industry conferences and liaise with portfolio companies.

Qualifications:

The candidate must have the following experience:

- Solid industry and product experience in one or several of the following areas: Solid state lighting, photovoltaic, power electronics, thermoelectric and related sectors.
- The candidate has gained insight and hands-on experience to bring such products

successfully from a lab/bench scale to market. This includes R&D experience as well as operational and production experience.

- It is furthermore a plus if operational experience is complemented with some financial and/or transaction experience either from an M&A perspective or from an investor's perspective.

This experience is preferably based on the following qualifications:

- MSc in solid-state physics
- PhD and post doc experience welcome but not required. Thesis and experience would also preferably be in energy related semiconductor technologies such as solid state lighting, photovoltaic, power electronics, thermoelectric and related sectors..
- MBA or similar post-graduate business qualification is a plus

Skills:

- Outstanding analytical skills with the ability to effectively analyze on a technical, commercial and strategic level.
- Combine analytical process and results with transaction requirements and financial expert analysis in a team effort.
- This requires strong communication and interpersonal skills to command the respect of the counter parties and team members with the ability to work across multiple disciplines as part of a team.
- Energetic self-starter with stamina, working effectively as part of a small team and the ability to work in an environment with rapidly changing deliverables.
- Strong organizational skills with the ability to prioritize and multi-task
- Excellent written communication skills in English and preferably one or two other foreign languages.

Contact:

Roland Olsen

Senior Partner

Hobbs & Towne, Inc.

www.hobbstowne.com

610-783-4600x108

rolsen@hobbstowne.com