



JOB DESCRIPTION

Job Title: Analyst, Corporate Development
Department: Business Development
Job Reports To: VP Business Development Operations
Date of last change/origination: 8/2020
Based: Tampa, Florida or Houston, TX
Type/Compensation: Job Full Time- Exempt

Company Description: Seven Seas Water is a multinational acquirer, developer, owner and operator of water production and wastewater treatment plants and businesses. Our extraordinarily reliable solutions address the challenges of water resource management through our offerings – an alternative partnership approach to tackling water and wastewater inefficiencies for customers in the municipal, industrial, and commercial markets.

Seven Seas Water is owned by funds managed by Morgan Stanley Infrastructure, a leading global infrastructure investment platform that recently announced \$5.5 billion raised for North Haven Infrastructure Partners III, its third global infrastructure fund.

Position Description/Duties: Key duties include developing business relationships, conducting research, interpreting and reporting on findings, making strategic recommendations and maintaining records. The successful candidate will work closely with the Business Development teams of both Seven Seas Water and AUC and be a key part of the Business Development team.

As part of Seven Seas Water’s Business Development team, the candidate will be responsible for gaining fluency in understanding and communication of Seven Seas Water’s “Water-as-a-Service[®]” business model. This understanding will be applied to systematically researching and identifying acquisition targets of water and wastewater treatment plants. The candidate will have autonomy to research and propose identified targets to upper level management. The position comes with the opportunity to be involved in all aspects of the M&A deal process from origination, target evaluation and approach, facilitating legal agreements, to conducting due diligence and transaction execution. Where Seven Seas Water is considering construction of new (“greenfield”) water treatment plants, the candidate will support the team’s efforts to prepare proposals, in close cooperation with the company’s Engineering and Operations teams. Support of other market research and marketing efforts will be expected as required.

The candidate will also have responsibility for supporting AUC’s sales efforts by helping to identify contacts for potential sales leads on a national basis. The incumbent will utilize the internet, phone,

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attend trade shows and conferences and use other available data sources to research and develop leads of potential contacts and decision makers in the housing development industry. This data may in turn be used by AUC's Business Development team to follow-up and generate sales leads and prospects.

The position is located in Tampa, FL (Seven Seas Water headquarters).

Qualification/Requirements: The ideal candidate will have a finance, accounting, economics or technical/science undergraduate major (e.g. engineering, chemistry). Candidates with an advanced business degree (MBA) will be considered. It would be desirable if the candidate has experience in or knowledge of the real estate development industry and/or the water treatment field. Some understanding of accounting, economics and financial analysis are desirable. Previous investment banking, management consulting or strategic sales experience preferred. Working knowledge of Spanish would also be a highly useful. Incumbent should be proficient in the Microsoft Suite of products (Word, Excel, PowerPoint), experience using a CRM (such as Salesforce) is a plus.

A high degree of professionalism and proven ability to complete tasks independently and on time with a high degree of accuracy is required.

Seven Seas Water is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status. In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification form upon hire.