



## **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**  
**Type/Compensation: Job Full Time- Exempt**

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**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:** The successful candidate will report to the VP Business Development Operations and be integral to the SSW Group Business Development team and to the growth of the company. Key skills include financial analysis, rigorous research, critical thinking, collaboration, clear and concise verbal and written communication and presentation. Key duties include financial analysis, deal analysis, conducting research, interpreting, and reporting on market and target company findings, making recommendations consistent with the company's growth objectives and strategy, and maintaining records.

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 business model. This understanding will be applied to systematically researching, identifying and evaluating acquisition targets of water and wastewater treatment plants. The candidate must be a self-starter and will have responsibility for researching and proposing acquisition 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 evaluate and 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 position is located in Tampa, FL (Seven Seas Water headquarters).

**Seven Seas Water Corporation**  
**14400 Carlson Circle Tampa Florida 33626**  
**Web <http://www.7seaswater.com>**  
**Phone 1-813-855-8636**

**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 or the water treatment field, private equity, or investment analysis. 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, Pipedrive) is a plus.

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