



Position Title: Corporate Development Analyst

Department: Business Development

Reports To: Corporate Development Manager

Location: Tampa, Florida

Type/Compensation: Salaried exempt; base pay plus annual discretionary bonus

Seven Seas Water Group

Seven Seas Water Group (www.sevenseaswater.com) is a portfolio company owned by investment funds managed by Morgan Stanley Infrastructure Partners (“MSIP”). Seven Seas Water Group operates two businesses within the water infrastructure space. Seven Seas Water, which provides water treatment and desalination for governmental and industrial customers in Latin America and the Caribbean, and the AUC Group (www.aucgroup.net), which provides decentralized wastewater treatment plants for industrial and municipal customers in the United States. Seven Seas Water delivers ~18 billion gallons of clean water annually. We operate 11 water treatment plants internationally. We have more than 140 wastewater treatment plants under lease in the United States with property developers, municipal customers, and utility districts. We consistently maintain a 97%+ plant availability for our customers.

MSIP is a leading global private infrastructure investment platform. Founded in 2006, MSIP has made over 30 investments across its three flagship closed-ended funds. Since inception, MSIP has had more than \$13 billion in commitments. For further information about Morgan Stanley Infrastructure Partners, please visit www.morganstanley.com/im/infrastructurepartners.

The Role: The successful candidate will report to the Corporate Development Manager and be integral to the SSW Group Business Development team and to the growth of the company. Core skills include:

- Financial modeling/valuation experience including:
 - o DCF, M&A, LBO, and project finance models
 - o Ability to review and model out contractual commercial terms
 - o Strong understanding of financial statements, accounting, and transaction structuring
- Ability to research and analyze a prospective opportunity, be it an asset or company, and make a strategic recommendation on whether to move forward with an acquisition based on analysis of financials, valuation, strengths, risks, mitigants, synergies, contracts, economic impact
- Ability to translate research and analysis into digestible format (Excel and PowerPoint) to produce investment memoranda and supporting analyses to be presented to C-level management and board of directors

As part of Seven Seas Water’s Business Development team, the candidate will be responsible for gaining fluency in understanding 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 C-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, and facilitating legal agreements, to conducting due diligence and executing transactions. Where Seven Seas Water is considering construction of new 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.

Qualifications: The ideal candidate will have a finance, accounting, or economics degree with 2-5 years' work experience in a related role. Candidates with an advanced business degree (MBA, MSF) a plus. It would be desirable if the candidate has experience in investment banking, private equity, or M&A. General understanding of accounting and economics is necessary. Working knowledge of Spanish would also be useful. Incumbent should be proficient in the Microsoft Suite of products (Word, Excel, PowerPoint). A high degree of professionalism and proven ability to complete tasks independently and on time with a high degree of thoroughness, strong communication, and accuracy is required.

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

We recognize that our people are our strength and the diverse talents they bring to our global workforce are directly linked to our success. We are an equal opportunity employer and place a high value on diversity and inclusion at our company. We do not discriminate on the basis of any protected attribute, including race, religion, color, national origin, gender, sexual orientation, gender identity, gender expression, age, marital or veteran status, pregnancy or disability, or any other basis protected under applicable law. In accordance with applicable law, we make reasonable accommodations for applicants' and employees' religious practices and beliefs, as well as any mental health or physical disability needs. Veterans are welcome and urged to apply.

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.