



Associate – Private Equity Services

about us

MSP is a leading specialty management consultancy that advises many of the world's largest and most successful private equity investors on responsible investment. MSP teams with investors representing over \$200 billion in assets under management to generate market value from positive environmental and social performance. MSP works with leading companies in consumer products, food and beverage, technology and many other sectors to keep their data secure, ensure a safe supply chain, maintain ethical operations, and improve their environmental impact. We make sustainability another driver of business success.

job description

Associates at MSP directly support and, occasionally, lead client engagements with some of the world's largest and most established private equity firms. MSP expects an Associate to creatively and analytically solve problems and communicate to the team and the client. Associates bring functional knowledge of all business areas (strategy, finance, operations, marketing, sales, management). Additionally, as a small business the associate works directly with the tight-knit MSP team and gains exposure to all aspects of marketing and business development.

responsibilities

- **Due Diligence Engagements:** conducting primary and secondary research for clients considering the acquisition of portfolio companies
 - Gain a rapid and deep understanding of a company's material operations and strategy
 - Apply that knowledge to determine potentially material environmental, social, and governance issues
 - Methodically evaluate the company to determine key risk and opportunity areas
- **Issue Implementation:** work with MSP team members to implement risk mitigation and opportunity exploration strategies
 - Assist in implementing MSP risk and opportunity recommendations, working directly with company management and private equity firm stakeholders
 - Quickly learn and help execute issue-specific management strategies
- **Strategy Engagements:** developing and maintaining private equity firm environmental, social, and governance strategies
 - Researching firms, conducting stakeholder interviews, assisting in the development of policies, procedures, and recommendations
- **Strategy and Business Development:** identifying future clients and helping MSP convert prospects to clients
 - Using public and proprietary information to assist MSP team members in identifying optimal future clients and closing new business
 - Constantly refining delivery and service models to maximize value for MSP clients

who we're looking for

- **Education:** applicants with an economic, finance, business, and/or sustainability background who have excelled academically are encouraged to apply
- **Skills:** exceptional writing, research, communication, presentation, analytical, and organizational capabilities
- **Experience:** no direct previous experience in sustainability, finance, or consulting is required; however, strong knowledge of environmental, social, and governance issues and business fundamentals is preferred
- **Other Traits:** in addition to being highly motivated, candidates must be passionate about solving business problems and helping companies improve. Candidates must be self-starters, able to work independently, able to multitask, and enjoy working in an informal work environment.

Compensation: TBD based on qualifications

To be considered for this position, please email a resume and cover letter to rmiller@malksp.com



more information about MSP

MSP was founded in 2009 as the first specialty private equity environmental, social, and governance (ESG) consultant. MSP believed that a company's performance across ESG issue areas would continue to be a key determinant in the financial success of the business and that deeper concern in this area would move from public capital to private capital.

Today, MSP actively advises over 15 firms to improve the performance of their investments and secure additional capital with which to invest through ESG management. Issue areas in which MSP has deep functional expertise include:

- Environmental Impact
- Worker Health and Safety
- Data Privacy and Security
- Social and Labor Conditions
- Diversity and Inclusion
- Product Safety (Food Safety)
- Anti-Bribery and Corruption
- General Ethics and Compliance

Background on Andrew Malk, Managing Partner

Andrew Malk, Managing Partner of Malk Sustainability Partners, founded the firm after recognizing that even the most astute investors and innovative, well-managed companies need guidance to leverage environmental, social, governance management to protect and create value. Andrew works with investors and executives to design and deliver transformational ESG strategies. Andrew has earned the trust of MSP's clients through building long-standing partnerships based on a two-part commitment. First, MSP pursues its clients' goals with a fierce sense of urgency, and second, MSP consistently delivers on its objectives.

Prior to founding the firm, Andrew led strategy and acquisitions for the Midtown Niki Group, a real estate private equity firm. At Midtown Niki, Andrew started the firm's Green Finance Program, an investment program promoting development of high-performing, greener buildings. Before joining Midtown Niki, Andrew built the business development group at Entrisphere, a telecom start-up bought by Ericsson. Andrew began his career at the World Resources Institute, a globally-respected environmental think tank and leader in sustainability and climate change issues.

Andrew holds a B.S. and M.S. in Environmental Science and M.B.A from Stanford University. He also holds GRI Sustainability Reporting Certification.

Background on Ryan Miller, Consultant

Ryan leads MSP's ESG transactional advisory practice and will be the direct supervisor of this associate. He specializes in the identification and quantification of ESG risks for a number of industries including natural resource extraction, industrial services, global manufacturing, financial services, consumer products, and hospitality. He has advised on transactions representing over \$1 billion in equity commitments, working with those companies after closure to mitigate ESG risks and explore EBITDA expansion through resource efficiency.

In addition, Ryan has built ESG programs for private equity firms representing over \$25 billion in assets under management (AUM). He is the lead researcher and author on MSP's flagship market study, ESG in Private EquitySM, annually conducting interviews with several dozen prominent private equity general and limited partners.

He holds a BA in Environmental Economics from Pomona College. In his free time, he enjoys golfing and crunching baseball statistics.

Our company is a core element of each team member's life. We put in maximum effort because we want to see responsible investment and our firm flourish. We are looking for smart, extremely motivated people who want to quickly contribute to the organization and are excited to conquer challenges. We are a relatively small but growing team and want people who are driven to succeed and seek to make a big impact.