



## **Associate or Senior Associate**

### **About Sperry Capital Inc.:**

Sperry Capital Inc. is a full-service infrastructure advisory firm. For over 25 years, Sperry has provided financial, strategic, and commercial advisory services to state and local government agencies, private sector organizations, and non-profit corporations. In recent years, Sperry has served as an advisor to various state DOTs; top California state, local, and regional transportation agencies; municipal utilities; affordable housing developers; local governments; and other clients. Our team's depth of expertise and decades of financial advisory experience in municipal finance, infrastructure finance, project finance, and public-private partnerships (P3s) enable us to deliver strategic and financial solutions for our clients' complex infrastructure projects. Sperry is a Registered Municipal Advisor Firm with the SEC and MSRB.

This position offers an opportunity to work directly with and learn from senior team members with decades of experience in public finance, P3s, and project finance.

We are currently seeking a motivated financial analyst to join our team as a full-time Associate or Senior Associate, depending on the applicant's level of experience in the Santa Monica office.

### **Responsibilities:**

- Directly support senior team members in meeting client needs, including working in large multidisciplinary project delivery teams, providing insight and analysis on commercial and financial structuring, negotiating transactions, and communicating with clients
- Collaborate in developing strategy, assessing project delivery options, financial analysis, policy analysis and recommendations for clients
- Build complex, dynamic financial models in Microsoft Excel
- Model cash flows and debt structures in DBC Finance for financing transactions
- Own assigned tasks and analyses, including financial analyses, written reports, presentations, and other documents
- Support business development efforts through outreach, writing proposals and pitch decks, and project management

### **Qualifications:**

- Bachelor's degree (minimum required)
- 0-3 years of related work experience
- Preferred: Background in municipal advisory, investment banking, commercial banking, or consulting with a focus in public finance, project finance, transportation, workforce housing, utilities/energy, or capital markets
- Interest in public policy, infrastructure, and/or the municipal bond market
- Understanding of finance and accounting principles
- Strong quantitative and analytical capabilities – comfortable working with numbers
- Proficient to advanced user of Excel, Word, and PowerPoint

- Financial modeling experience
- Polished and professional verbal and written communication skills
- Creative thinker with the ability to problem solve
- Demonstrated responsibility, attention to detail, organization, and time management skills
- Comfortable with ambiguity
- Self-starter; able to work and learn independently

**Requirements:**

- MSRB Series 50, or ability to obtain within 90 days from date of hire.
- Authorization to work in the U.S.
- Ability to travel 5-15% of the time in-state (California) or out-of-state. May include overnight stays.

**Hybrid Work Policy:**

Our team is currently operating on a hybrid basis at our Santa Monica office. We offer remote work flexibility, provided the employee meets certain performance standards, is available during company business hours (8:00 am and 6:00 pm Pacific Time), and can commit to certain in-person requirements.

**Benefits:**

- Medical insurance
- Dental insurance
- 401(k)
- Paid time off and company holidays

**Job Type:** Full-time

**Equal Employment Opportunity:** All qualified applicants will receive consideration for employment without discrimination on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability, or any other factors prohibited by law.

**TO APPLY:**

Email a copy of your resume along with a brief cover letter to [careers@sperrycapital.com](mailto:careers@sperrycapital.com)