



JPB Partners Private Equity Associate

Company Overview: Located in Hanover, Maryland, JPB Partners is a family office direct investor in, and manager of, lower-middle market companies headquartered in the Mid-Atlantic, Southeast, and Midwest U.S. JPB Partners pursues investment (and industries) opportunistically with a preference for control buyouts of multi-unit businesses (including franchise systems) in fragmented industries primarily serving the consumer. Our value creation strategy is based on (i) buying right, (ii) leveraging creative deal structures, (iii) establishing a platform based on strategy, structure, systems, and people; (iv) scaling through market consolidation; and (v) exiting to middle market firms that continue the growth life cycle our investment. Representative investments include Ace Hardware, Greene Turtle restaurants, and ZIPS Cleaners.

Responsibilities and Duties: JPB's Associates are actively involved in all aspects of the investment process from investment thesis formation to investment structuring and closing, to portfolio monitoring and support, through exit. Day-to-day responsibilities include:

- Creating financial models with scenarios involving different investment, capital structure, and acquisition assumptions.
- Conducting financial, industry, and company due diligence.
- Identifying potential investment theses and conducting industry research to validate / test theses.
- Developing materials that present the deal team's thesis to the JPB PE team and investment committee.
- Assisting in portfolio company performance monitoring and financing activities, including in support of add-on acquisition strategies.
- Supporting strategic initiatives at portfolio companies.

Qualifications Requirements: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Bachelor's degree, required; MBA degree preferred
- 2 to 5 years investment banking or private equity experience
- Exceptional business analytic and quantitative skills
- Excellent professional and academic track record



- Travel for new investment opportunities or portfolio company support
- Ability to operate with limited supervision
- Highly analytical and strategic thinker
- Strong interpersonal skills
- Dedicated team player with a strong sense of ownership
- Strong work ethic with exceptional communication skills
- High level of integrity with strong references
- Advanced proficiency in Microsoft Excel and Microsoft Office

Job Type: Full Time; Onsite

Location: Hanover, Maryland

Timing: Immediate

Benefits:

- 401(k)
- Health Insurance (Medical, Dental, Vision)
- Life & Disability Insurance

Compensation: Competitive compensation package, commensurate with experience, consisting of base salary and an annual performance bonus.