



## Private Equity Analyst

**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:**

- Conduct comprehensive market research, including thorough analysis of industry trends and competitive landscapes, to effectively identify and assess potential investment opportunities
- Develop and maintain sophisticated financial models utilizing various methodologies (such as Discounted Cash Flow (DCF), Leveraged Buyout (LBO), and others) to precisely evaluate investment viability, conduct sensitivity analyses, and construct valuation scenarios
- Collaborate closely with senior investment professionals across all stages of the deal lifecycle – from assisting in initial deal sourcing and due diligence to execution and ongoing portfolio management – to ensure seamless strategy implementation
- Assist in conducting thorough due diligence for potential investments, involving rigorous financial modeling, valuation assessments, and meticulous review of legal and operational documentation to minimize risk and support informed decision-making
- Provide strategic support to existing portfolio companies through in-depth financial analysis, comprehensive operational reviews, and proactive involvement in value creation initiatives to optimize performance and drive growth
- Prepare compelling and insightful presentations and reports tailored to internal and external stakeholders, effectively communicating key findings, investment recommendations, and performance updates
- Diligently manage industry-specific databases, investment pipeline, and maintain internal financial models and reports to ensure the accuracy, accessibility, and integrity of critical information for data-driven decision-making



**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; Finance, Accounting, or Economics degree preferred
- Up to 2 years of financial experience in a similar industry and functional role (candidates graduating from college this spring will be considered)
- Excellent analytical, research, and organizational skills
- Superior work ethic, strong desire to learn, and uncompromising attention to detail
- Superb critical thinking ability and demonstrated leadership experience
- Collaborative and proactive approach with the confidence and capability to act autonomously
- Proficiency in Microsoft Office, especially Excel with significant financial modeling experience
- Experience preparing detailed financial models and company business valuations including in-depth experience forecasting balance sheets, statements of cash flow, and statements of profit and loss, including the linking of all three statements in one dynamic model
- Travel for new investment opportunities or portfolio company support
- Full understanding of financial statements
- Self-motivated with high degree of critical thinking, proactive mentality, and desire to work in an unstructured, entrepreneurial environment
- High level of integrity with strong references
- Outstanding written and oral communication skills

**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.