



Position Description

Title: Financial Analyst

Location: Toronto

Job Type: Full Time / Permanent

Hydrostor (“Hydrostor” or the “Company”) is a developer of Advanced Compressed Air Energy Storage (“A-CAES”) systems, a technology uniquely suited to enable the transition to a cleaner, more reliable electricity grid. A-CAES provides grid services that are not readily replicated by other storage technologies, giving it unique market potential. It flexibly addresses bulk electricity system needs for dispatchable capacity, renewable integration and optimization, transmission deferral and ancillary services, and has applicability for some use in behind-the-meter or remote applications for large industrial operations (such as mines, data centres, etc.). Hydrostor’s solution delivers low-cost, long duration bulk energy storage (hundreds of MWs, 6 - 24+ hours) that is synchronous and emission-free and can be located where required by the grid.

Hydrostor is based in Toronto and is advancing projects in the U.S., Canada, Australia and the UK aggregating 1,200 MW/~10,000MWh. The Company also has an active pipeline of earlier stage projects, and recently raised US\$250 million from Goldman Sachs that will allow it to build its first two projects and significantly expand its pipeline of development projects globally.

Hydrostor is a fast-paced, results-driven organization entering a stage of high growth. As the company is ramping-up its team, it has established a set of core values, tied to its mission:



Hydrostor values, respects and supports the diverse cultures, perspectives, skills and experiences within our team. Our employment decisions are based on business and position requirements without regard to factors such as race, sex, colour, ancestry, place of origin, ethnic origin, same-sex partnership status, sexual orientation, age, disability, citizenship, family status or marital status, creed, gender identity or gender expression, or any other factor that are legislatively protected. Hydrostor is committed to providing accommodations for people with disabilities. We will work with you to meet your needs.

THE POSITION

Hydrostor is looking for a Financial Analyst, who will be a key member of the Business Development team. This individual will provide valuable support in the execution of key projects and priorities including evaluating new opportunities. He or she will leverage their strong financial acumen and analysis skills to evaluate opportunities and provide insightful analysis to support decision making by senior management.

RESPONSIBILITIES

- Support the execution of origination and business development strategy with an initial focus on North America including helping to manage existing relationships, analyzing new market opportunities, and executing on development opportunities.
- Have strong financial analysis skills and the ability to: (a) identify and assess the financial impact of key value drivers; (b) prepare complex dynamic financial models, including testing assumptions and sensitivities; and (c) prepare and present financial analysis to support decision making.
- Assess relative value drivers and risks to assist management in analyzing markets and development opportunities.
- Undertake research and analysis on various topics including local power market dynamics, macroeconomic trends related to power markets, the regulatory environment, potential project opportunities (risks and expected returns) and other relevant factors.
- Assist in managing relationships with utilities, developers, mining/industrial companies and corporate off-takers to create opportunities and to maintain ongoing relationships with these organizations.
- Work closely with the broader development team to advance opportunities in key markets, including analysis on prospective projects and the development of these opportunities.
- Work closely with regulatory team members and support regulatory activities, as required.
- Assist with off-take contract processes and negotiations, as required.
- Assist in the preparation and negotiation of term sheets and definitive agreements with development partners and other counterparties.
- Assist in the evaluation and submission of responses to RFPs, including the development of offer pricing and strategy, in close coordination with the broader commercial team.
- Assist during due diligence processes associated with onboarding new partners, as needed.
- Other responsibilities as required.

THE CANDIDATE

The ideal candidate will be an energetic and motivated team player who enjoys working in a fast-paced, growth environment in a sales capacity. He/she will demonstrate a willingness to take initiative, be performance driven, and take accountability for areas under their responsibility. The candidate must have a “roll up the sleeves” mentality, coupled with strong strategic oversight and people management skills. Critical thinking and good judgment will be important. A good communicator, both written and oral, who listens well and can deal effectively with internal and external partners. The successful candidate will have a strong work ethic and be able to succeed in an environment with many concurrent projects and deadlines.

QUALIFICATIONS AND EXPERIENCE

- Bachelor’s degree (business preferred)
- Advanced degrees would be considered an asset (MBA preferred)
- Relevant experience in investment banking or private equity with an emphasis in sustainable energy investments/transactions would be considered an asset
- CFA, CBV or CA designation is considered an asset
- Strong research, financial modelling, analytical and valuation skills
- Understanding of power markets (U.S. / Canada) would be considered an asset
- Experience with offtake agreements would be considered an asset
- Prior project development experience would be considered an asset, particularly for conventional power infrastructure and/or energy storage.
- Strong desire to be a part of a high growth company with an entrepreneurial spirit and a fast-paced, results-oriented culture
- Excellent communication skills, written and oral
- Critical thinker who takes initiative with little supervision and has strong work ethic
- Ability to work as part of a team, in particular the project development and regulatory teams
- Ability to prioritize tasks and manage multiple projects simultaneously and independently
- Strong MS Office skills – mainly PowerPoint, Excel, Word

Interested candidates, please submit cover letter and CV to careers@hydrostor.ca. Please include the job title you are applying for in the email subject line.