



Financial Analyst/Associate—Eastern Europe

Developing World Markets is seeking a dynamic financial analyst or associate for Eastern Europe who will join a growing team of finance professionals with a strong social mission and an active deal flow of debt, equity and structured products. The analyst/associate will be based in Darien, CT, and will work closely with the origination, analysis and servicing (OAS) team in the development and marketing of the firm's lending products and the management of client relationships in Eastern Europe. Substantial amounts of overseas travel will be required.

The incumbent will report directly to the partner heading the OAS team but will coordinate closely with the vice president for Eastern Europe and the Commonwealth of Independent States.

Responsibilities will include:

- Maintaining and expanding client lending relationships in Eastern Europe
- Performing due diligence, credit analysis and financial analysis
- Preparing investment proposals and country and currency analyses for Eastern Europe
- Assisting in the development of new lending products
- Assisting in the preparation of transaction documents
- Planning and participating in regional marketing trips and attending conferences
- Researching special projects and presenting results

Candidate must possess the following background and skill sets:

- A college degree; MBA or other relevant graduate degree preferred
- Experience in commercial or investment banking, corporate finance, asset management and/or deal-oriented financial analysis, preferably in connection with emerging markets, international development, and/or social responsible investing
- Significant quantitative skills, strategic and creative thinking abilities, and strong written and oral communications skills.
- A strong work ethic, and an ability to learn quickly, manage multiple high priority projects and work effectively both as an individual and as part of a team.
- Advanced Microsoft Word, Excel and PowerPoint skills
- Professional demeanor and outgoing personality with strong interpersonal skills
- Strong ability to represent the firm with potential and existing clients including travel, at times on his/her own
- Written and spoken fluency in Serbian/Croatian/Bosnian, Albanian or Russian preferred
- Proof of ability to work in the U.S.

Developing World Markets, a Darien, Connecticut-based company, is at the forefront of a global effort to create investible solutions to meet the social and financial needs of the developing world. DWM structures transactions that open doors to the international capital markets for microfinance institutions and other socially positive organizations. To date, Developing World Markets has led or advised on \$850 million of capital raises for socially positive investments and currently has more than \$650 million in socially positive assets under management. The DWM team has deep experience in investment banking and emerging markets investing, as well as a passionate interest shared with their clients in the social goals served by their transactions. For more information: <http://www.dwmarkets.com>

Interested candidates please submit a cover letter and short resume to:
Ms. Jackie Ruiz, Jackie@dwmarkets.com