

## **Company Profile**

ESG Financial is a fintech company whose mission is to create a more sustainable, equal and just world. By demonstrating that where you put your money matters, we can change money flows to promote accessible social activism and financial empowerment. We are a values-based company that seeks to disrupt and accelerate change in the financial industry.

ESG Financial challenges the status quo of traditional financial institutions by ascribing to a performance model that is based on economic, social and environmental impact. We drive innovation and mobilize change through consciously committed capital.

## **Fundraising and Sales Intern**

This internship is a launching pad to gain exposure to a complex and wide range of business operations ranging from fundraising, investment pitch decks preparation, building sales strategies, key strategic initiatives; and ensuring the team is well prepared to embark on major capital raises. The successful candidate will help attract and facilitate investments into ESG Financial.

### **Key Learning Opportunities:**

- Fundraising Best practice
- Preparing Investment pitch decks and sales collaterals, scripts, investor memos, and cover emails
- Prepare and distribute prep packages in advance of investment calls
- Market research and analysis

### **Key Accountabilities:**

- Partner with senior leadership to facilitate meetings, track minutes, circulate notes and follow up on action items
- Gather a list of target investors across multiple fundraising strategies through online research, industry news, and investment databases.
- Track investor pipeline of leads in Salesforce CRM and generate marketing reports on fundraising activities
- Create Google alerts to track industry news, competitor announcements, and current events to keep the team updated
- Assist in the creation and execution of a go-to market strategy and work plan
- Research industry investment trends in ESG and provide summaries of online webinars.

### **About You:**

- Persistent, proactive, bootstrapper, and a go-getter
- You have a growth mindset and want to explore the sustainable investment landscape.
- Attention to detail and strong organizational skills
- Enrolled in a business, marketing, or other related programs at a post-secondary level
- Organized and detail-oriented, with familiarity in handling confidential information
- Excellent communication and interpersonal skills

- Proficient with Google Suite and/or Microsoft Office (PowerPoint, Word, Excel)
- Experience setting up and managing virtual meeting tools
- Ability to coordinate multiple projects and prioritize work assignments
- Experience working with CRM tools and Salesforce is an asset
- Problem-solving and time management skills
- Strong desire to work in a values-oriented environment

**Location:** This is a remote position. We are open to candidates in either the US or Canada.

If this sounds like something you'd like to be a part of, please send across your resume and we will be happy to collaborate.

**The Fine Print**

*ESG Financial is an equal opportunity employer. We honor inclusivity, diversity of thought and curiosity. If you are inspired by what you've read, we encourage you to apply!*

If you have questions on the role or require accommodation through the application process, please email us at [careers@joinesg.com](mailto:careers@joinesg.com)