

Job Description: Policy and Regulation Analyst / Senior Analyst

Position Types: Full-time

Office Location: 7200 Wisconsin Ave, Suite 700, Bethesda, MD 20814

About K&M Advisors:

K&M is an internationally recognized infrastructure finance and engineering advisory firm. Since its creation in 1987, K&M has advised private investors, multilateral agencies, and governments on the development of power, water, and telecommunications projects valued at over US\$30 billion. K&M provides a range of technical, financial, and economic consulting services, including transaction advisory, project development advisory, due diligence, and policy and regulatory advisory. K&M is owned by the Dorado Group, a private developer, owner, operator, and manager of IPPs.

K&M's Policy and Regulation Practice is looking for full-time analysts and senior analysts to join our team. The practice focuses on Latin America and the Caribbean, advising clients on policy and regulation in the energy sector and a broader mandate of development, reform, and financing in the water sector. We have recently worked with clients on projects in Barbados, Botswana, Colombia, Costa Rica, Dominica, Honduras, Panama, Peru, Saint Lucia, the Turks and Caicos Islands, and Venezuela.

Examples of the practice's work are advising on draft legislation for promoting renewable energy, assessing the impact of a large water supply project on a water utility's tariffs, carrying out the technical and regulatory due diligence for the acquisition of an electricity distribution company, determining the cost of distributing LNG by road and multimodal transport, assessing the economic and financial viability of a PPP for a wastewater reuse project, and proposing innovative mechanisms for financing water utilities in Colombia.

The practice's clients include the IDB, IDB Invest, the World Bank, the IFC, I Squared Capital, AES, CAF, and a private electricity utility in the Caribbean.

As an analyst or senior analyst in K&M's Policy and Regulation practice, you'll work across disciplines to support the following activities:

- Economic analysis (including cost-benefit analysis and LCOE calculations)
- Financial modeling of water and electricity projects and markets
- Developing and helping to implement strategies to improve underperforming water and electricity utilities
- Market and regulatory due diligence for investors interested in acquiring infrastructure companies and/or assets
- Topical research

- Producing professional-grade written reports and presentations
- Developing new business opportunities

You'll gain exposure to all areas of K&M's business. You'll have the opportunity to work on a variety of projects around the world and gain experience in many aspects of infrastructure development and finance.

Candidate Profile:

The ideal candidates would be:

- **Interested in development, reform, and financing of water and energy**, and have some exposure to the sectors through previous work experience
- **Skilled at using Excel**, and have demonstrated experience developing financial models, including: project finance models, pro-forma financial statement forecasts, and cost-benefit analyses
- **Excellent writers**, with the ability to deliver high-quality, professional written material in English and Spanish that are grammatically correct and display a high attention to detail
- **Exceptional verbal communicators, in English and Spanish**, with the ability to articulate complex concepts and present analytical material to a variety of audiences, and prepare effective PowerPoint presentations
- **Experienced in corporate finance** (and micro-and macroeconomics) concepts and can apply these to real-life projects
- Interested in **growing professionally in a long-term career, while maintaining a sustainable work-life balance.**

Minimum Qualifications:

- Undergraduate degree in a relevant field with a graduate degree in business, economics, or finance being an advantage
- Excellent English and Spanish (oral and written) communication skills

Only applicants with valid work authorization in the U.S. will be considered.

To Apply:

Send the following materials to careers@km-advisorsllc.com:

- Cover letter
- Resume
- Writing sample (max. 3 pages)

Indicate in the email subject that you are applying for the "Policy and Regulation Analyst / Senior Analyst Position"