



Panama, March 2011

Senior Investment Analyst (Forestry and Biomass Investments): Profile

“Must-Haves”:

1. Higher academic education
2. High analytical and mathematical skills, including working under pressure
3. Strong financial modeling ability, with experience in forestry modeling
4. Ability to synthesize and simplify complex input data in an orderly and methodical manner
5. Fluency of the English and Spanish languages
6. Strong editorial skills to write reports, project or investment proposals in English
7. Desire to work hard with sometimes stressful agendas, result orientation and used to deliver within set deadlines
8. Team player with business experience working as a team; capacity to interact at all levels
9. Acceptance and proof of capacity to operate within a multiple reporting line scheme
10. Proven track record of efficient execution and carrying out of general and specific tasks
11. 2-4 years of experience in similar position.
12. Readiness to travel (mainly Latin America)
13. Self-confident personality to interact with 3rd parties on behalf of Ecos
14. Believer in sustainability with a strong sense of ownership

Additional “Pluses”:

- Entrepreneurial past
- Skills and experience in energy projects modeling (including woody biomass to energy)
- Diversified educational background (MBA)
- Knowledge and ability to communicate or read in Portuguese
- Proactive personality, capacity to generate dealflow and to represent Ecos at events
- Openness to continuous learning processes

Senior Investment Analyst: Job Description

The Senior Investment Analyst’s responsibilities include assessing industry attractiveness, competitive dynamics, customer trends, company strengths and weaknesses, and management capabilities.

Initial activities will generally focus on analyzing dealflow (or in some cases generating dealflow by participation and representation of Ecos at events, trainings or bilateral meetings); and derived thereof on determining whether a company or project is an attractive investment candidate. For that purpose, the Analyst must have skills in financial and business analysis, business strategy, operational effectiveness, forestry modeling and scenario simulations; and ideally legal structuring, elements which are key contributors to our investment success.

The Senior Analyst will be responsible to synthesize mature leads by editing project or investment proposals presented to the Ecos Board of Directors and Investment Committee; editing power point presentation and articles to be published in Ecos News (all editing in English).

As the Senior Analyst gains experience, he/she will become increasingly responsible for determining the most advantageous structure for an acquisition and will likely participate in negotiations. Once a transaction has closed, the Analyst will work with the Investment Managers in their interactions with portfolio companies, the supervision and control of them, and share ideas on how to prioritize and implement opportunities for value addition. At the end of the investment cycle, the Analyst will participate in sales processes of our participation, representing the value creation for the Ecos shareholders.

The candidate must show interest in growing personally and professionally into a position in which he/she can take over additional responsibilities at Ecos, if need be.