



Point Seven Group

| Senior Finance Consultant | | Job Description | |
|---------------------------|---|--------------------|---|
| Position | Senior Finance Consultant | Reports To | Director of Finance & Business Strategy |
| Location | Due to COVID-19 this role is currently planned to be 100% remote. | FLSA Status | FULL TIME EXEMPT EMPLOYEE |
| Compensation | Starting at \$50,000 (Based on Experience) | Start Date | Immediate - April 2021 (Start Dates are Flexible) |

Point Seven Group:

Point Seven Group (Point7) is a tenured, global management consulting firm dedicated to the commercial cannabis industry. Our world-class team of experts, with direct hands-on experience in the regulated cannabis industry, is known for agility, speed and exceptional service. Our success is measured by that of our clients, whether that's winning licenses, creating global brands, or expanding operations into new markets. We've developed a holistic service offering that addresses our clients' business needs from pre-application strategy, through licensing, facility and operational setup, compliance, expansion, and exit. We create a custom roadmap for each client, delivered with high-touch service to ensure our clients hit every milestone, in every market, every time.

Summary:

The national cannabis industry is increasingly competitive, and industry business license application processes can involve meticulous planning and extensive drafted narratives describing the policies, procedures, and business plans of a proposed cannabis business. Point7 helps clients navigate this complicated licensing process by advising those groups in licensing strategy and drafting application material. Point7 is looking for a Senior Finance Consultant who will help our team create clear, concisely drafted material and financial strategy, which provide our clients with the best chance of being awarded licensure throughout the United States and beyond.

The Senior Finance Consultant reports to the Director of Finance & Business Strategy, and is responsible for executing a variety of writing, financial modeling, research, consulting, and general office tasks that ensure smooth day-to-day operations, and the successful development of application material. The Senior Finance Consultant will ensure quality financial modeling for client projects, including drafting; data entry editing; scheduling meetings and leading phone calls with the client team; and organizing data and documents. The Senior Finance Consultant must have the ability to be cross-functional between financial modeling and some technical writing in order to complete expected job responsibilities. The Senior Finance Consultant will be expected to perform at a high level required by supervisors. Point 7 is an Equal Opportunity Employer.

Essential Duties and Responsibilities:

- Complete Point7 onboarding and continual education training.
- Develop financial models, investment strategy, and technical financial narratives.
- Develop a working knowledge of each cannabis license type and the associated business model.
- Conduct research on established and developing markets and draft written summaries regarding those markets.

- Serve in a project management capacity if needed during client engagements.
- Advise clients on their financial and investment strategy.
- Advise clients on their business strategy, core competencies, unique selling position, and competitive advantage.
- Support colleagues in a cross-functional capacity to review and evaluate work with a critical eye.
- Support colleagues to develop and review application narratives for competitive licensing projects.
- Monitor financial markets and economic environments.
- Support assessing the viability of various business initiatives and strategies.

Professional, Interpersonal & Organizational Skills and Abilities

- Self-starter and self-motivated, adept at multitasking and able to pivot with changing priorities.
- Versatile business mind with the ability to develop and implement creative solutions in dynamic environments while working autonomously.
- Strong, professional communication skills, both verbal and written, for internal, third-party, partner, and client interactions.
- Strong organizational skills, managing multiple projects with moving parts.
- Ability to interact with clients, partners, and other business-facing engagements in a professional and intelligent manner.
- Ability to, and interest in, representing Point7 at industry conferences and on industry association phone calls.
- Ability to develop and design professional presentations for internal use, and for external clients and partners.
- Strong reporting skills, including the ability to clearly and regularly communicate with project managers on progress, project gaps, and estimated timelines.
 - Ability to maintain a log of progress that is accessible at all times, without the need for 1:1 meetings.
 - Ability to quickly adjust to evolving strategies impacted by these reports.
- Ability to maintain confidentiality when dealing with client and/or personal team matters.
- Confidence in communicating problems or concerns using the correct channels.

Technical Skills, Knowledge and Abilities (Required)

- Proficient in financial and managerial accounting principles, including a working knowledge of financial statements.
- Proficient in financial valuation methods or ability to learn on the job.
- Proficient in professional business communication standards.
- Proficient in Google Suite, such as Google Calendar, Gmail, and Google Drive.
- Proficient in Microsoft Office, especially Excel, Word, and PowerPoint (including the Google Drive equivalents).
- Proficient in technical writing and business correspondence
- Proficient in cannabis regulatory bodies and compliance framework
- Ability to work independently and collaboratively with internal and external teams.
- Ability to represent Point7 on client, partner, and potentially sales calls.
- Ability to learn and consistently utilize Point7's internal systems and software, including but not limited to MS Office; Google Suite; Gusto; Monday.com; DocuSign; Xero; Slack; HubSpot; Zoom; Trainual; and Box.

Technical Skills, Knowledge and Abilities (Preferred)

- Bachelor's degree in Finance, Business Management, Economics, or related field.
- 2+ years of financial modeling, valuation, and technical writing experience.
- Experience creating and analyzing accounting statements and pro formas.
- Experience working with close-knit teams to advise and support clients.
- Experience training or teaching peers or acting in a mentorship capacity.
- Flexible schedule outside of normal 9-5 business hours.

- Previous experience serving in a professional role and ability to perform tasks effectively.
- Knowledge of the cannabis industry and/or professional compliance experience within a comparable, highly regulated industry.

Physical Requirements:

- Standing and moving for 2-3 hours at a time.
- Long periods of prolonged sitting and standing.
- Long periods of prolonged use of office equipment including computers and phones.
- Requires normal range of hearing and manual dexterity sufficient to operate a computer.
- May require lifting up to 25 pounds occasionally.

Work Environment:

- Similar to a busy office/Work from home.
- Constant interaction with internal and external stakeholders.

Disclaimer:

The above statements are not intended to be an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. Nothing in this job description restricts the Company's right to change, assign, or reassign duties and responsibilities at any time for any reason.

INTERESTED IN APPLYING?

Email careers@pointsevengroup.com or visit our website: www.pointsevengroup.com/careers