



POSITION PROFILE



Corran Capital LLP

Principal / Investment
Director



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Corran Capital is an Edinburgh-based specialist private equity firm that invests in clean energy and sustainability-focused businesses.

We work with high-calibre entrepreneurs to support them scale and drive innovation in their companies. We are focused on investing in pioneering businesses from across the clean energy and sustainability spectrum, in areas including energy efficiency, renewable heat, recycling & resource efficiency, water & wastewater, transport/EV and the energy transition.

We target growth-stage companies that are through the start-up phase (minimum £5-10 million revenue), demonstrating strong commercial progress and proven, efficient business models and addressing a significant market opportunity. We expect to invest c.£5-40 million in each new investment, aiming to accelerate growth and maximise potential. We have the ability to add investment capacity through potential co-investment opportunities with Corran's LPs.

Our flexible deal structuring enables us to address the aspirations of management and other shareholders, providing the most appropriate forms of capital. We target strong financial returns from businesses that also show a firm commitment to improve their impact on the environment and society.

Latest milestone: Close of Corran's second fund & acquisition of a stake in Vital Energi

Following the successful close of our second fund, Corran Environmental II, we are now looking to expand the investment team.

Corran Capital closed its first clean energy fund in September 2021, raising £48 million from FTSE 100 energy company, SSE plc, to launch a new renewables development business, Renewco Power. This exciting company was formed by a team of energy sector entrepreneurs assembled by Corran Capital. We continue to work closely with Renewco as it expands its potentially high-value pipeline of solar, wind and storage projects throughout Europe and the US.

Corran Capital raised £80 million for its second fund, Corran Environmental II, in February 2024 and invested a substantial portion of this into the fund's anchor asset, Vital Energi.

Vital Energi is the UK's leading heat infrastructure and energy efficiency business which has a significant value creation opportunity including expansion into adjacent high-potential markets and increased asset ownership of projects.

Through its second fund, Corran now has access to capital to complete further investments across the clean energy and sustainability sectors.





Job Title:	Principal / Investment Director
Reports to:	Gary Le Sueur, Founding Partner
Location:	Edinburgh, Scotland

Position Overview

With a c.£130 million under management / advice, Corran Capital has a strong platform on which to build.

We are now adding to our investment team. We are seeking to recruit a highly motivated, hard-working, and ambitious investment professional to help drive the success of the platform alongside the current Corran team.

We consider Corran to have great potential to make stand-out investments across the clean energy and sustainability sectors. We are looking to involve the successful candidate in the opportunity to grow and shape the future of Corran and its investment activities.

We see an opportunity to build an entrepreneurial platform based in Scotland that combines strong investment discipline with the passion and determination to make a lasting and positive impact on the businesses it invests in.

The Position:

We are looking to hire a Principal / Investment Director who has experience in the clean energy and sustainability sectors to support investment activities across the UK. The role will be based in Edinburgh and will include regular UK travel. It will involve deal origination, the review of investment opportunities, deal modelling and deal execution. It will include diligence, assessing investment risk and reward, the completion of internal approvals and, thereafter, working with investee companies to help drive value for Corran's investors. It will also include involvement in investor relations and communication.

You will possess the highest standards of business ethics and be able to work both independently and collaboratively within a flexible and dynamic culture.

You will work across all areas of Corran's strategy and be involved in the operations of a newly launched investment platform. This is an exciting chapter in Corran's early evolution and we hope to attract candidates with versatility, ambition, and a desire to grow a 'next generation' private equity firm in the clean energy and sustainability market.





Key Responsibilities:

- Origination and review of investment opportunities across the UK, including meeting management, business owners and entrepreneurs
- Research and evaluate attractive sub-sectors and investment opportunities and ideas
- Communicate and present investment opportunities and theses
- Conduct company and industry analysis, producing high-quality internal papers to be used in investment decisions
- Performing analytical and valuation analysis, including financial modelling
- Co-ordinating transaction execution, including due diligence, deal structuring and legal
- Working with portfolio companies through the investment lifecycle to help deliver the agreed strategy and ultimately realise value
- Monitoring the performance of existing portfolio companies
- Networking to promote Corran and generate deal flow, including attendance at networking events
- Monitoring and reporting on ESG credentials of portfolio companies and Corran
- Involvement in portfolio valuations and reporting as part of investor relations and internal accounting

Core responsibility:

- New deals – lead on dealing with new opportunities
- Responsible for investing £20m from Corran fund in four years (with £5m minimum in year one)

Secondary responsibilities:

- Discussions with LPs re potential co-invest / support in investor relations
- Participation on boards of new investees
- Input when required to Renewco Power and Vital Energi

Approx time split:

- 90% New deals
- 10% Other





We are seeking individuals with a desire to make a positive impact in the clean energy and sustainability space, while also showing ambition, passion, and enthusiasm to support business growth and empower business owners to recognise their companies' potential.

With a strong emphasis on generating off-market deal flow, our preference is for individuals with strong communication skills who can quickly build rapport and gain the trust and respect of founders and management.

Cultural fit is crucial and a significant aspect of the decision-making process. The ideal candidate will have the following personal characteristics and experience:

Qualifications & Experience:

- Strong academic record and relevant professional qualification (e.g. CA, CFA, MBA etc)
- Currently working for late-stage VC / growth equity or lower market PE firm, working on deals comparable to Corran's – minimum of 5 years direct investment experience
- Excellent financial acumen, able to demonstrate knowledge of and insight into financial principles and identify inconsistencies in data / trends
- Analytical with the ability to drive investment opportunities, decisions, and processes
- Ability to apply sound business judgment and a pragmatic and creative approach to problem solving
- Ability to plan and prioritise effectively, strong project / process management skills
- Experience in originating and working on energy investments and an understanding of sector metrics and drivers
- Strong network of advisors, company executives, non-executives, and potential target businesses
- Non-executive director experience - experience of working with and influencing Boards as an investor
- Highly credible with institutional investors and experienced in leading, sourcing and executing investment opportunities
- Exceptional stakeholder management expertise
- Excellent verbal and written communication skills
- Technically proficient (Advanced) in Excel, Word, and PowerPoint essential

Personal Characteristics:

- Intrinsically motivated by the mission of Corran Capital
- A robust operator with a hands-on approach, someone who can demonstrate personal resilience and appropriate gravitas
- Team player, with exceptional interpersonal skills and the ability to influence and add value
- Excellent leadership skills, always fostering a collaborative culture amongst the team members, shareholders, and stakeholders



Preferred Candidate Profile



- A natural originator of new investment opportunities
- Able to quickly build lasting relationships, internally and externally, and develop a network of advisors, executives, and non-executives
- Engaging and humble with good communication skills, high levels of professionalism and a strong work ethic
- Highly organised and structured, logical, and lateral thinker
- Genuine interest in the sustainable industry
- Driven to proactively develop own career





Executive remuneration package including an industry competitive salary, agreed bonus targets and specific benefits.



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The Recruitment Process

The recruitment for this position is being managed by our advising consultants, Livingston James. Interested candidates should contact Sophie Randles of Livingston James in the first instance.

Following initial assessment / discussions with Sophie Randles next steps will involve meeting Gary Le Sueur for a coffee / informal meeting.

Additional stages of this process will be provided when appropriate.

All third-party applications, enquiries and direct approaches to Corran Capital will be referred to Livingston James.

Corran Capital is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status or pregnancy and maternity.

