



LONG POINT CAPITAL

Pre-MBA Associate Job Description

FIRM:

Long Point Capital, a private equity firm with offices in New York and Michigan, focuses on investing in founder, family and management-owned companies in the professional services sector. We add value to these companies by bringing a unique set of resources to help management teams continue to grow their businesses. We work closely with management as active directors to set strategic goals and priorities, as well as to act as a sounding board to solve strategic problems, provide resources, and identify and pursue growth opportunities.

We specialize in recapitalizations, where the owners want to takeout significant value, but reinvest a portion of the sales proceeds with us, continue to manage the business, and achieve a second liquidity event when we later exit.

While we are flexible on structuring transactions that meet the specific objectives of business owners, we focus on making investments from Long Point Capital Fund IV in transactions with the following characteristics:

Company Size

- Great than \$5 million of EBITDA for platform companies; any size for add-ons

Transaction Size

- Between \$20 million and \$200 million for platform investments; any size for add-ons

Investment Size

- Between \$10 million and \$50 million of equity per transaction (and potentially more for certain situations)

Management

- Committed management teams that intend to continue managing the business, are growth-oriented, and are motivated by having a continuing equity ownership in the business

Ownership

- Majority ownership by founders, families, management teams or employees

Types of Businesses & Industries

- Focus on professional services businesses in North America
- Companies in other sectors may be pursued opportunistically

POSITION:

Long Point is looking to hire a pre-MBA Associate to begin work in its New York, New York or Royal Oak, Michigan office beginning immediately. The Associate will be responsible for quantitative and qualitative analysis relating to new investment opportunities and existing portfolio companies. The Associate will join a team of seven across both offices and will play a critical support role for all members of the firm in originating investment opportunities, conducting due diligence, structuring transactions, and maximizing the value of portfolio companies.

Associate candidates should have an undergraduate degree with high academic achievement and at least two years of investment banking, lending or consulting experience. Experience in M&A, leveraged finance, or management consulting is preferred. Candidates should have a strong interest in private equity, a deep analytical skill set with demonstrated proficiency in financial modeling and strong written and oral communication skills.

The pre-MBA Associate position is designed as a two-year program but with potential opportunity for promotion for outstanding performers. Compensation will be competitive.

More information on Long Point can be found at www.longpointcapital.com. Please send resumes and cover letters to Doris Catapano via email at dcatapano@lpcfund.com.