



POSITION PROFILE

Vice President - Aberdeen



The Company



For nearly 30 years, SCF Partners has supported entrepreneurs and provided equity capital and strategic growth assistance to build leaders in the energy services and equipment industries that operate throughout the world with offices in Houston, Calgary, Aberdeen and Singapore.

At SCF Partners, the secret to our success isn't a secret at all. It's people. We build strong relationships with good people to help energy services companies grow. The strength of our relationships stems from a shared commitment to a core set of values – integrity, work, tenacity, and discipline. Guided by these principles, we've been providing capital and strategic growth assistance to visionary energy entrepreneurs for nearly 30 years.

Our financial partners share our belief that the soundest investments are those which grow steadily over time. We identify sectors that demonstrate solid, long-term growth outlooks, then partner with the best and brightest entrepreneurs and business leaders in those fields to help grow their companies to become industry leaders.

We respect the vision and commitment of the entrepreneur. Each of our portfolio companies started with an idea, a vision, a dream. And nobody understands that vision better than the entrepreneur. Our dream is to help them realize theirs.

We've built more than 70 platform service companies, completed more than 300 growth acquisitions, and distributed more than \$4.5 billion to our investors by charting a course and sticking to it. We stay small so our partners can grow big.

Headquartered in Houston, with additional investments administered through Calgary, Aberdeen, and Singapore, our professional staff of 18 experienced executives and advisors look beyond the spreadsheet, and get to know the people and dreams behind it.

For more detail on SCF Partners' portfolio and case studies, please visit:
<https://www.scfpartners.com/portfolio/>

Background to the Current Opportunity

Due to continued growth and aspirations to support businesses achieve their potential, SCF Partners is looking to hire an aspirant or experienced Vice President to further bolster the investment team. This person will have a key role in influencing future investment decisions and nurturing the performance of the businesses currently sitting in our portfolio. Ideally based in Aberdeen but with regular UK/international travel, you will be involved in a wide variety of investment and business performance projects across the portfolio.

It is a fast paced, challenging and rewarding working environment with a flat hierarchy which, will provide ample opportunities for personal and professional development.

The role represents a genuinely unique opportunity for the Scottish market. The selected professional will gain direct exposure to a variety of different senior management teams and businesses within the portfolio and work very closely with International Partner, Colin Welsh and the wider international team including a highly impressive advisory board.

The Role

SCF Partners is looking for a highly astute and ambitious Vice President to join their team in Scotland. This opportunity demands for someone with natural curiosity and who regularly exceeds targets they set for themselves. The successful professional will be highly numeric with a genuine desire to create value, will possess the highest standards of business ethics and be able to work both independently and collaboratively within an elite, dynamic and fast paced working environment.

Deliver against following outputs:

- Assessing new investment opportunities
- Preparing presentations and financial modelling for existing and new portfolio businesses at weekly investment committee meetings
- Prepare analyses and other information for presentation at board meetings
- Follow up on actionable points and manage processes efficiently
- Work with colleagues and company management to identify value creation in portfolio businesses
- Manage buy and sell side processes, new acquisitions and divestments
- Interact with banks, lawyers, due diligence teams and any other third parties
- Maintain and develop industry expertise in O&G macro, Oilfield Services and Energy Transition developments

Core Competencies:

- A strategic thinker, with outstanding commercial acumen and a solid grasp of business aims and objectives
- Strong financial modelling and analytical skills
- Strong interpersonal, leadership and management skills
- Ability to participate at board level
- Excellent communication and presentation skills and the ability to engage commercially with stakeholders

- Good ability to develop a rapid understanding of the target/client business in order to quickly assimilate the key operational issues, synergies, risks and upsides involved.
- A self-starter, able to work autonomously and operate on own initiative
- Logical and methodical approach to problem solving
- Highly numerate with the ability to absorb a high amount of information
- Excellent organisational and planning skills and confident in working with a number of demanding stakeholders
- An enthusiasm for business development and expanding networks

Preferred Candidate Background

SCF Partners take a collaborative and value-added approach to all their investment decisions. They ensure all companies in their portfolio are empowered and prepared to achieve the next stage of their growth plan. This highly adaptive, entrepreneurial and professional outfit has created a culture which sets them aside from their competitors.

In a small team, cultural fit is crucial and will be a significant aspect in the decision-making process. Therefore, the ideal candidate will have the following personal characteristics and experience:

- Strong academic record and relevant professional qualification (e.g. Chartered Accountant, CFA, MBA etc.). Likely to be sitting in a credible professional services, investment banking, managing consulting firm or in-house corporate development team within an energy/utilities business. Experience ranging from 5 - 7 years PQE
- Highly numerate, with working knowledge of accounting, corporate finance and investment concepts. A high level of proficiency in excel and financial modelling
- Strong analytical and problem-solving capabilities, with a rigorous attention to detail and accuracy. Someone who is highly organised and can prioritise what is important and relevant
- Entrepreneurial in spirit and naturally inquisitive, someone who actively questions the “why” and can rationalise/pitch their thoughts and innovations through debate
- A robust operator with a hands-on approach, someone who can demonstrate personal resilience and appropriate gravitas to support businesses through periods of change
- Capable of building lasting relationships, internally and externally, including developing a network of managers and professionals
- Collaborative in style with excellent communication skills, both written and verbal
- Ability to draw and present concise, evidence-based conclusions and recommendations
- A team player with a good sense of humour – informal yet professional in nature
- Possessing a strong work ethic, able to motivate self
- Driven to proactively develop own career

Remuneration

Attractive package commensurate with background and experience required for the role. For more information on remuneration please contact Sophie Randles, Director of Private Equity & Professional Services at Livingston James.



Sophie Randles, Director
T: 07432 480922
E: sophierandles@livingstonjames.com



Kirsty Sim, Head of Research
T: 07538 799711
E: kirstysim@livingstonjames.com

The Recruitment Process

First stage interviews will be conducted by Sophie Randles, Director of retained search firm Livingston James.

Shortlisted candidates will thereafter be invited to partake in a multi-stage interview process which will be communicated via Livingston James when appropriate.