



Point Seven Group

Contract Senior Financial Analyst Job Description			
Position	Senior Financial Analyst	Reports To	Director of Finance and Strategy
Location	NY, New York	FLSA Status	Contractor
Compensation	Starting at \$35.00/hour	Start Date	Immediate

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, who have 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.

Location:

Point7 employees and consultants have been 100% remote, with intermittent travel for events and team meetings, since 2020. This position will be primarily remote, though the company is exploring office space in NYC and should the company open offices in NY, the Contract Senior Financial Analyst would be invited to work alongside colleagues. While working remotely, the Contract Senior Financial Analyst will be expected to work in an environment that allows for productive, focused work.

Role Summary:

Point7 is seeking a Contract Senior Financial Analyst eager to grow within the organization, who is not afraid to take on additional assignments, or to step outside of the role's core job description. This is not your standard low-pressure contract position — this is a hands-on opportunity to work side-by-side with seasoned specialists in the cannabis space in an intense, fast paced environment. We are looking for a capable, reliable, tenacious senior contractor who can come in and contribute at the highest level. This role will need to be able to successfully manage multiple complex projects at a time, sometimes in different jurisdictions with varying cannabis regulations and tax law, and be able to pivot from project to project with changing priorities as needed. Applicants with accounting, finance,

economics, project management, consulting, and/or related extracurricular involvement are preferred. Point7 continues to grow, and this role does have the potential to be extended at the conclusion of the contract, or to convert into a full-time role.

The Point7 Contract Senior Financial Analyst reports to the Director of Finance & Business Strategy, and is responsible for executing a variety of technical writing, financial modeling, and research assignments. The Contract Senior Financial Analyst must have the ability to be cross-functional between financial modeling and some technical writing in order to complete expected job responsibilities. The Contract Senior Financial Analyst will be expected to perform at a high level required by supervisors. Given the senior position, it is expected that applicants are able to deliver a final work product that is free from error, demonstrates comprehension of the cannabis industry and the license type, and is backed up with sound financial acumen. Point7 is an Equal Opportunity Employer.

Essential Duties and Responsibilities:

- Develop financial models for Clients pursuing cannabis businesses.
- Conduct discovery calls with Clients to explain the financial model, learn about the Client's endeavors, and ultimately gain valuable insight to further refine and customize the model.
- Provide guidance and insights to Clients during consultative calls.
- Conduct and present market research related to local census and demographic information, market conditions, product pricing.
- Conduct competitive analysis, cannabis industry landscape analysis and support overall research efforts as required.
- Draft, edit and review narrative content related to Clients' business plans, financial plans and operational practices.
- Develop investment decks and presentations.
- Support team members in improving upon Point7's website, utilizing market research findings to bolster various web pages and overall content strategy.
- Develop a working knowledge of each cannabis license type and the associated business model, finding ways to improve and upgrade the financial model templates.
- Serve in a project management capacity during client engagements.
- Support colleagues in a cross-functional capacity to review and evaluate work with a critical eye.

Professional, Interpersonal & Organizational Skills and Abilities

- Capable of 'owning' work from start to completion.
- 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 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.

Technical Skills, Knowledge and Abilities (Required)

- Three professional references required.
- Able to use Point7's time tracking software (Xero) recording time worked across a broad range of projects.
- Proficient in financial and managerial accounting principles, including a working knowledge of financial statements.
- Understanding of financial valuation methods and processes.
- Proficient in professional business communication (email, written, phone, SaaS).
- Proficient in Google Suite, such as Google Calendar, Gmail, and Google Drive.
- Proficient in Microsoft Office, including Excel, Word, and Powerpoint (and the Google Drive equivalents).
- Proficient in technical writing and business correspondence.
- Experience developing three statement financial models and/or pro formas for at least three year forecasts.

Technical Skills, Knowledge and Abilities (Preferred)

- Understanding of, and interest in, the cannabis industry.
- Interest in and understanding of management consulting.
- Experience being in a client-facing or sales role.

Physical Requirements:

- Prolonged periods of sitting; some standing and bending.
- Occasional lifting of items up to 25 pounds.
- Manual dexterity sufficient to operate a computer and phone.
- Comfortable with periods of prolonged use of a computer and phone.

Work Environment:

- Ability to work professionally, attentively, effectively and expediently in a remote location.
- Constant interaction throughout the day with company colleagues, clients, and external stakeholders.

Travel Requirements:

- Travel is a job requirement for the vast majority of Point7 employees.

COVID-19 Vaccination Requirements:

- Given the nature of our work, consulting clientele across the U.S., as well as in other countries, all new hires are required to be fully vaccinated at the time of hire and must be able to provide supporting documentation.

- Point7 must wear masks in company offices, visiting clients, and in other situations as required.

Disclaimer:

The above statements are not intended to be an exhaustive list of all responsibilities, duties, and skills required of this position. 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