



Position Title: Business Development Associate

Company: Hearthstone Water, Inc.

Location: Glendale, AZ

Department: Business Development

Posting Date: 9/12/2022

Apply by: 9/19/2022

Key Duties and Responsibilities:

- Identify potential acquisition targets
- Identify and contact key decision makers
- Assist in negotiating purchase price
- Potentially assist in due diligence
- Create and maintain database of water and wastewater utilities across multiple states
- Send letters and make outbound phone calls to acquisition targets
- Monitor and evaluate industry trends, regulatory environment, and M&A activity across multiple states
- Attend industry conferences and trade groups
- Assist in developing and implementing overall business development strategy, acquisition process, and best practices across the company

Basic Qualifications:

- Bachelor's degree
- Minimum of 4 years of business experience
- Excellent verbal and written communication skills
- Ability to network and build relationships
- Strong analytical skills
- Self-motivated

Preferred Qualifications:

- Merger & acquisition experience
- Financial modeling proficiency

Application Process:

Internal candidates should complete the internal posting form and send the form to Annmarie Vincent, Human Resource Manager by the posting expiration date. Please include a resume if applicable.