



Job Title:

Environmental Markets Analyst

Summary of Role

Ecotone is an innovative, vertically integrated purpose-driven company engaged in ecological restoration. We complete a multitude of project types that incorporate nature-based solutions in solving some of the most pressing environmental issues. Stream, wetland, and coastal and shoreline restoration along with forest management are just a sample of the projects we work on. Since we are vertically integrated, we have a plant nursery, permitting, design, and engineering staff, and multiple construction and monitoring crews to complete our projects. This allows us to complete projects in-house and ensure our commitment to quality work is integrated into our entire process with the end result being the best possible outcome for the client and the environment.

The type of people who thrive at Ecotone are devoted to finding practical solutions to challenging problems, and who think about solutions as long-term successes instead of short-term fixes. You'll fit in at Ecotone if you're not afraid to take risks and look for new ways of getting things done. We work closely with each other and freely share what we know with colleagues, clients, and the community at large. We strive to go the extra mile to deliver performance and results that exceed expectations. At Ecotone, we have a passion for learning and a commitment to interaction and relationships based on trust and respect. We offer best-in-class benefits, including Medical and Dental coverage, generous PTO, Paternity & Maternity leave, dog friendly office, as well as numerous opportunities to interact with your colleagues and other practitioners at conferences and events.

We are hiring for an Environmental Markets Analyst, reporting to the Client Success Manager. This role may be hybrid or fully remote, depending on level of experience. The **Environmental Markets Analyst** will be a key resource to both the client solutions and executive teams, developing models and analytics to support strategic decision making.

Duties & Responsibilities

- Analyze quantitative information related to the ecological restoration market to support the company's client solutions and executive team
- Research and summarize information related to ecological and economic markets
- Develop Excel models that will inform the company decision making processes
- Research and analyze state regulation, permits, and budgets
- Analyze data for patterns and trends, drawing conclusions and offering recommendations supported by data
- Locate and evaluate funding sources and trends, tracking data and analytics in Excel models
- Work closely on project financing analysis
- Research permit needs for new and current clients and create a memo detailing the findings
- Legislation tracking

Requirements

- High proficiency with economic and financial modeling
- Outstanding Microsoft excel skills
- Highly proficient at data analysis, research, analytics, and problem solving



- Ability to working efficiently and independently after receiving clear direction
- Work as part of an inter-disciplinary sales team
- Basic background understanding of ecology, natural resources, or environmental markets
- High communication skills, both written and verbal
- BS/BA required
- Ideal candidate has a degree in math, data analysis, statistics, economics, biology, environmental science or related field.