

## Corporate Development Associate – Burnham RNG

**Burnham RNG** (<http://www.burnhamrng.com>) Burnham is a wastewater-to-renewable natural gas company that helps businesses and municipalities profitably turn waste into clean energy, water, and high-value soil additives. The company builds/acquires, owns, and operates renewable natural gas (RNG) producing facilities, with the mission to build tomorrow's resource recovery infrastructure today.

Burnham is a portfolio company of Ares Management Corporation.

To accomplish our mission, we are looking to build and grow a cohesive team in an execution- and results-oriented culture. We have created the following cultural markers and strive to hire like-minded people to help fuel our growth.

- **We are HUMBLE...** We take pride in the quality of our work but recognize it can always be improved with the input of others.
- **We are DISCIPLINED...** We strive for systemic, disciplined, consistent execution in everything we do.
- **We are ANALYTICAL...** We need team members who come to conclusions using logic, data, and math.
- **We are ENTHUSIASTIC...** We care deeply about the outcomes of our work.
- **We are PROBLEM SOLVERS...** We don't have all the answers and need team members to take the initiative to figure it out.
- **We are FUN...** We love what we do and enjoy coming to work every day.

We are seeking an entry-level **Corporate Development Associate** to join our team and help us execute on Burnham's mission and growth objectives. This role is well suited for a new or recent college graduate. The Associate will play a critical support role across all aspects of renewable natural gas project development – including strategic idea generation, market research, M&A due diligence, project development, and transaction close. The role is based in Arlington, VA, with relocation support available if needed.

### In this position, you will...

- Conduct market research and analysis to identify and assess new greenfield development projects and M&A opportunities.
- Support the preparation of presentations for internal project meetings, potential customers, partners, the Board of Directors, and executive management.
- Help develop financial models and perform quantitative analyses to evaluate project viability.
- Help manage project development from feasibility to commercial operations.
- Collaborate with the engineering and permitting teams to ensure project designs meet financial and commercial objectives.
- Conduct due diligence activities, including permitting, site control, credit, and feasibility assessments.
- Coordinate with internal teams and external consultants to support project execution timelines.

- Develop proposals and responses to RFPs to secure new opportunities for the company.
- Provide regular updates and assist in presenting key decision points to internal and external stakeholders.

### **In this position, you will gain...**

- Opportunity to be a critical team member in a fast-paced, high-growth startup that offers a collaborative, execution-oriented culture and that celebrates team wins.
- Hands-on exposure to renewable energy project development and corporate development and M&A processes, including significant exposure to quantitative analyses, financial modeling, and PowerPoint slide creation.
- “deal experience” as we anticipate reaching financial investment decisions on multiple projects over the next 2-3 years.
- Cross-disciplinary participation: at this stage in company’s growth, all employees “do windows,” meaning no task is above anyone, and our work regularly gives interdisciplinary exposure to project development, commodities and emissions markets, and M&A.
- Responsibility and opportunities for growth aligned with your performance and contributions.

### **This position is well-suited for you if you...**

- Demonstrate a strong entrepreneurial spirit: You are proactive, resourceful, and eager to learn and take on new challenges.
- Have strong analytical and communication skills: You can develop clear recommendations supported by data and logic and can present them effectively.
- Excel in working collaboratively within teams while being self-motivated and organized.
- Are passionate about renewable energy and sustainability.

### **In this position, we will need you to have...**

- A BA/BS degree in finance, economics, accounting, or a related field. We are open to academic backgrounds as broadly related as public policy or engineering, so long as you show demonstrated excellence in your field.
- Prior internship experience in strategy consulting, investment banking, corporate development, or other corporate role with experience solving complex business problems and communicating solutions is a plus.
- Strong proficiency in PowerPoint and Excel, with the ability to produce high-quality presentations and analytics.
- Interest in or exposure to renewable energy, infrastructure, or sustainability initiatives.
- Strong attention to detail and organizational skills.
- Willingness to travel up to 50% for client meetings, site visits, and industry events.

If you are currently a student at UPenn or Georgetown, please apply via Handshake.  
Other interested applicants should submit a resume to: [christina@burnhamrng.com](mailto:christina@burnhamrng.com).

Burnham is dedicated to the principles of equal employment opportunity (EEO) in any term, condition, or privilege of employment. Burnham does not discriminate against applicants or employees on the basis of race, color, creed, religion, sex, national origin, age, physical or mental disability, ancestry, marital status, sexual orientation, gender identity or expression, veteran status, uniform service member, genetic information, or any other status protected by law. Burnham complies with applicable state and local laws governing nondiscrimination in employment in every location in which we operate.