



DANESCOR

**Investment Banking Operations – Senior Associate  
Islamabad, Pakistan**

**Summary:**

Danescor is a leader in the fast-developing market of Internet Investment Banking (IIB) operating across the US and Europe providing investment banking services to mid-market corporates seeking to acquire, sell or raise debt or equity finance. This is an opportunity for high caliber individuals to join us as we progress with ambitious growth plans across our operations. You will be responsible for delivering professional services to retained investment banking corporate clients in the UK and Europe, which uses a cutting-edge M&A platform. The position will involve and have responsibility for client interaction and project delivery, ultimately reporting to the team leader and manager. The successful candidate will be involved in company research, information memoranda production, strategic thought leadership related to company positioning, valuation analysis, report generation, buyer or acquisition target research, industry and competitive analysis and project campaign execution.

**Responsibilities include:**

- Lead role in the execution of M&A and capital raising assignments/project management
- Researching industry sectors and analyzing companies, industries, and financial statements/performance
- Development of marketing materials including confidential memoranda and client presentations
- Drive all stages in supporting the clients' M&A project activity
- Lead industry research efforts and profiling buyers and target corporates supported by due diligence reporting
- Lead calls and email campaigns on projects and all associated client reporting functions
- Proactively build and maintain client/partner relationships
- Work collaboratively with business development teams and senior managers to seek new/up and cross selling opportunities
- Day to day team management and supervision of Analysts/Associate level colleagues. Coaching, developing and motivating team members with oversight of work undertaken within the team

**Qualifications and required skills:**

- Four-year degree required from a top tier institution
- Advanced degree and/or similar professional qualification (MBA, CFA, ACCA)
- 4-5 years of investment banking, M&A, or similar corporate experience with demonstrable track record
- Good understanding of financial analysis, financial/valuation modelling, and report generation
- Minimum 2 years supervisory experience in managing individuals, overseeing team performance and delivery
- Strong project management and client interaction skills
- Experience in transaction-orientated business development
- Superior analytical skills including experience in financial modelling
- High quality decision making and problem-solving skillset
- Excellent verbal and written communication skills (English)
- Ability to work in a deadline oriented, fast paced environment with competing priorities/projects
- Detail oriented and ability to effectively manage multiple projects and work streams
- Exceptional work ethic and integrity
- A strong understanding of the TMT sector beneficial
- Fluent in additional European language advantageous
- Experience obtained from working within an international organization is preferred



### **Benefits**

- Medical Insurance
- Conveyance Allowance
- Annual Leave Encashment
- Provident fund
- Performance driver Quarterly Bonus

### **Company Perks**

- Financial bursary assistance (CFA, CISI, FMVA and more)
- Monthly Dinner
- Weekly Lunch

### **Disclaimer:**

- UK time zone office operating hours.
- Only applications submitted with a cover letter demonstrating relevant and applicable experience, will be considered.
- Due to the volume of applications received there may be a delay in receiving a response.
- **Danescor does not use external recruiters, all roles are posted by the company.**

**Apply to** [careers@danescor.com](mailto:careers@danescor.com)