



The role reports to the Chief Investment Officer (CIO), sharing collective responsibility to deliver the organization's strategy and vision for growth. Work directly with the CFO to develop financial models for leveraged buyouts, mergers/acquisitions, initial public offerings, purchase price ratio analysis, credit analysis and debt/equity financings

### **Objectives of this Role**

Be a trusted advisor to our company management's team, providing Growth Capital opportunities (meetings, introductions, networking with respective financing companies/banks), to fulfill any funding needs we may have when progressing through a growth phase, including additional cash, increased working capital, and purchases of equipment, new product development, market expansion, or addition of more employees.

### **Daily and Monthly Responsibilities**

- Research and approach Angel, VC, Investment banks and other bodies that could potentially make investment in the organization
- Work on a range of debt and equity advisory projects with regular interaction with investors, banks, private credit funds, lawyers, advisors and other service lines - set up meetings for evaluation of optimal capital structure
- Build a network across the various parties that are involved in transactions (e.g. private equity houses, banks, private credit funds, lawyers, advisors and other service lines)
- Advise of financial valuation analysis techniques to allow 411 Locals/Associates produce favorable discounted cash flow, trading comparables, and leveraged buyout strategies
- Guide Finance team for all necessary conditions/requests, posed by Financing parties for seamless due diligence
- Advise/ensure professional advisory cooperation with third party vendors, which will participate in all stages of equity, debt and mergers & acquisitions transactions, including the development of financial models, due diligence sessions, the drafting of committee memos and sales memos, board presentations, confidential information memorandums, management presentations, and due diligence organization materials

### **What you bring to the table (Position Requirements):**

- A minimum of 5 years advisory experience
- Industry certifications, MBA, CFA or graduate degree
- Exposure to multiple product areas, including M&A, Fixed Income and Equity, as well as various industries, including Retail, Advertising and e-commerce
- Proven project management and organizational skills
- Strong analytical and interpersonal skills
- Problem solver and proven ability to think creatively and seek optimum solutions
- Naturally innovative, inquisitive, challenging and solution seeking

**Apply to :** <https://www.linkedin.com/jobs/view/3442147469/>