

EverEdge Global Associate Director, Corporate Finance, USA

- Hybrid working, great salary, bonus and benefits, and a dynamic culture where you can bring your whole self to work.
- Work in/with our Sydney, Singapore, and NZ offices on global projects.
- Build a high growth engine in a key area of the new economy: intangible assets.

Providing support to the Managing Director of Transactions based in Auckland and the broader EverEdge Global team in our other offices in Australia, Singapore and NZ, the Senior Associate will be a key contributor to the direction, capability and performance of EverEdge Global's Transaction team by providing exceptional technical support and client engagement across all matters.

About Us

EverEdge Transaction Services is a division of EverEdge Global, an intangible asset strategy and management firm. We are building a high growth engine in a key area of the new economy: commercializing technology and intangible assets. We are experiencing exceptional growth in our transaction services and are looking for an intelligent, energetic, confident, and versatile individual who wishes to grow with the business and take ownership of key functions within a fast-growing cross border transactions business.

The Role

The role requires a broad-based understanding and knowledge of business valuation and corporate finance, combined with significant exposure to deal execution across transaction types. Specific analytical tasks will include: historical and pro forma client company financial analysis (including cash flow modeling); public company peer group market analysis; merger and acquisition market peer group analysis; discounted cash flow analysis; industry research; report writing; presentation preparation; marketing support activities; analysis and other such activities as deemed relevant to the Group's success.

This is a critical role that supports the Managing Director of Transactions in various internal and external M&A and funding mandates. This role will also drive quantitative and qualitative analysis to assess the reasonableness of drivers and assumptions. Keeping abreast of market trends, competitive intelligence and market positioning to advise on potential opportunities and risks is a way of life for the ideal candidate.

Key Responsibilities

Client Management

- Developing an understanding of a client's business and its drivers and supporting clients to successfully close a deal.
- Develop and maintain macro and micro economic research of clients with reference to their sector, competitors and potential acquirers.

Financial Modelling

- Performing financial and valuation analysis, including detailed financial modelling, discounted cash flow (DCF) models, LBO models and merger models.
- Prepare pro-forma financial effects for post deal strategy analysis.

Transaction documents

- Preparing transaction marketing documents, including confidential information memoranda, investment teasers, term sheets, data room management and management presentations.
- Prepare internal reviews and strategy documents on non-binding offers to move competitive bids.

Sales and Business Development

- Sourcing and running potential M&A prospects and opportunities.
- Constantly meeting with prospective clients to pitch them ideas, offer them support in their work using financial, business and industry due diligence whilst developing pitch presentations on actionable M&A opportunities.
- Ability to identify and cross sell EverEdge Global's other advisory products and services.
- Develop research, competitor and market analysis to identify potential acquisition candidates.
- Continuous improvement of pitch collateral.

Negotiation Facilitation

- Deal structuring and negotiation of sales and purchase agreements.
- Being a major factor in the negotiation tactics between buyers and sellers in a transaction and helping clients maximize value creation.

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Essential Requirements

- Relevant degree that meets current CAANZ /CPA requirements or equivalent
- Professional qualification (e.g. tertiary degree)
- CA/ CFA qualified or equivalent
- Demonstrated knowledge and experience in financial modelling, analysis and valuations.
- Deep knowledge of corporate finance theories and financial and cash flow modeling experience.
- Post qualification experience in a corporate finance or investment banking environment of approx 4 years.
- Exceptional skills using excel modeling, PowerPoint, Capital IQ and Factset.
- Superior verbal and written communication skills
Demonstrated analytical ability.

Desirable

- Previous experience working in the front office of an M&A transactions team.
- Experience in leveraged finance, M&A and financial restructuring and/or debt capital markets.

Package Includes:

- Top market / competitive remuneration
- Career and learning development from experienced colleagues
- Study support
- Professional industry membership
- Marketing and networking opportunities
- Attractive bonus structure based on a profit-sharing principle