



M&A Managing Director

We are an established boutique advisory firm offering corporate growth, acquisition and integration services.

Job Description:

We have developed our expertise through extensive work in growth, sell-side, buy-side and post-acquisition integration assignments on behalf of portfolio companies of private equity funds, closely held businesses and publicly traded companies. Our professionals bring practical experience, responsiveness and a collaborative approach to satisfy our clients' needs with the rigor and independence that the market demands. As a Managing Director, you will work with multiple teams of advisors driven to succeed under your direction. Be an active leader throughout every phase of transaction execution and client relationships. In a typical day, you will manage multiple assignments concurrently. This includes managing staff, maintaining client relationships, being a market expert for your specific discipline and building on your demonstrated success in attracting new business. You'll be based in NY/LI.

Responsibilities:

- Work on a variety of 'sell-side' transactions in all stages, from initial client pitches to transaction closings
- Communicates financial information and complex strategic issues in a clear, concise and relevant manner to assist and guide decision-makers in corporate transactions.
- Ability to market services both to internal partners and external clients, develop client networks, and support efforts in developing and executing sales and marketing strategies
- Ensure quality of client deliverables by having a strong attention to detail
- Mentor and develop staff
- Individuals will be assigned a wide variety of projects and given as much responsibility as their experience and capabilities permit

Requirements:

- Minimum 10 years of operational experience with demonstrable M&A execution experience
- Bachelor's or Master's degree in Finance, Accounting or Economics or an MBA
- Ability to make effective decisions by analyzing information and considering priorities
- Proficient in MS Office, including Excel, Word, and PowerPoint
- Demonstrated experience with managing of day to day aspects of client relationships and projects
- Demonstrated record of leadership and effective management in matrixed organizations

Compensation:

- Competitive commission only program
- Benefits package
- Expense Reimbursement

We are committed to providing equal opportunities in employment. We will not discriminate between applications for reason of gender, race, religion, color, nationality, ethnic origin, sexual orientation, marital status, age, veteran status, or disability.