



<https://www.execcapital.co.uk/job/mergers-and-acquisitions-specialist/>

## Mergers and Acquisitions Specialist

### Description

**Location:** London

**Job Type:** Full-Time

**About Us:** Our client is a long-established corporate intermediary firm with a strong reputation for delivering exceptional results in mergers and acquisitions (M&A) for a diverse client base, including both public and private companies. With decades of experience in the industry, they are committed to providing strategic advisory services that drive growth and value for their clients in the SME marketplace.

**Position Overview:** They are seeking a seasoned M&A Acquisitions Specialist to join their team. The ideal candidate will have direct experience engaging with the boards of both public and private companies, a deep interest in corporate strategy, and a solid understanding of the SME marketplace. This role requires a former Finance Director who has demonstrated expertise in corporate finance, M&A transactions, and strategic advisory.

### Responsibilities

#### Key Responsibilities:

- **M&A Transaction Management:** Lead and manage end-to-end M&A transactions, including target identification, due diligence, valuation, negotiations, and deal structuring.
- **Board Engagement:** Work directly with the boards of public and private companies to develop and execute M&A strategies that align with their corporate objectives.
- **Strategic Advisory:** Provide strategic advice to clients on mergers, acquisitions, divestitures, and other corporate finance matters, with a focus on enhancing shareholder value.
- **SME Marketplace Expertise:** Utilize your deep understanding of the SME marketplace to identify growth opportunities, potential synergies, and value-creating transactions.
- **Financial Analysis:** Conduct comprehensive financial analysis, including valuation modeling, financial forecasting, and risk assessment, to support M&A transactions.
- **Negotiation:** Lead negotiations on behalf of clients, ensuring favorable deal terms and successful transaction outcomes.
- **Relationship Management:** Build and maintain strong relationships with key stakeholders, including company boards, senior executives, financial advisors, and legal teams.
- **Market Research:** Stay informed about market trends, industry developments, and regulatory changes that could impact M&A activities.
- **Mentorship:** Provide guidance and mentorship to junior team members, fostering a collaborative and high-performing work environment.

### Qualifications

**Qualifications:**

### Hiring organization

Exec Capital

### Employment Type

Full-time

### Beginning of employment

1st October 2024

### Duration of employment

Perm

### Industry

Financial Services

### Job Location

London

### Working Hours

9-5

### Base Salary

£ 140,000 - £ 165,000

### Date posted

August 30, 2024

### Valid through

30.09.2024

- **Experience:** A minimum of 10 years of experience in corporate finance, with a strong focus on M&A transactions. Direct experience working with the boards of public and private companies is essential.
- **Former Finance Director:** Must have served as a Finance Director or in an equivalent senior financial leadership role, with a proven track record in strategic financial management and M&A.
- **Education:** Bachelor's degree in Finance, Accounting, Business Administration, or a related field is required. An advanced degree (MBA or similar) or relevant professional qualifications (e.g., CFA, ACA) is highly desirable.
- **Skills:** Strong financial modeling, analytical, and negotiation skills. Excellent communication and interpersonal skills, with the ability to influence senior decision-makers.
- **Knowledge:** Deep understanding of corporate strategy, the SME marketplace, and the regulatory environment impacting M&A transactions.
- **Attributes:** Strategic thinker with a commercial mindset, strong attention to detail, and the ability to work effectively under pressure and meet tight deadlines.

### **Why Join Us?**

- Be part of a respected firm with a long history of success in the M&A space.
- Work on high-impact transactions that shape the future of client companies.
- Collaborate with a team of seasoned professionals who are leaders in the field.
- Competitive compensation package, including performance-based incentives.

### **Job Benefits**

Competitive Salary and Benefits

### **Contacts**

Exec Capital are a leading recruiter in the M&A space.