

## SYNOPSIS

The selected candidate will work closely with the Partner heading the Transaction Advisory Services of Dewan P. N. Chopra & Co. for originating and executing mandates for Transaction Advisory & related Support Services. He / she shall independently interact with Senior Management/Promoter Groups of existing and prospective clients from diverse sectors.

<b>Designation</b>	Director: Transaction Advisory
<b>Estimated CTC Range</b>	Commensurate with skill set & experience. The CTC may be 24 to 36 lakhs or higher for exceptional cases including performance based incentives
<b>Requisite Qualification</b>	Chartered Accountant & / or MBA (Fin) from a top – tier B School
<b>Requisite Experience</b>	Minimum 10 years post qualification experience

### Key Responsibility Areas (KRA's)

Keeping in view the key Service Offerings, the candidate shall be responsible for:

- Leading the existing team to render quality professional services and execute mandates for transaction advisory and support services in an efficient manner.
- Interacting with existing and prospective clients and associates to identify new opportunities to enhance business across service offerings for investment advisory being buy-side /sell side and fund sourcing mandates across sectors in and outside India.
- Leading, training and mentoring the existing team and attracting new talent pool for this vertical.
- Assisting the management team to continuously update the firm knowledge pool across service offerings of this vertical.
- Assisting and supporting the firm's management to build and improve existing systems and processes to enhance operating efficiencies of this vertical.
- Interacting and coordinating with other verticals of the firm including tax and regulatory to attain relevant support for investment advisory mandates.

**Key Service Offerings include:**

- Private Equity Investment through PE & VC funds, Family Offices, HNI
- Advising on buy side/sell side/joint venture mandates across sectors in and outside India.
- Advising on placement of private capital as financial or strategic investments.
- Fund Sourcing
- Structuring of transactions to maximize return for the client while limiting potential risks.
- Assisting and advising the client on commercial negotiations and documentation of definitive agreements.
- Providing transaction support services including due diligence, equity valuation, financial projections, feasibility studies, preparing business plan, preparing pitch books etc.

**Ideal Candidate Profile:**

- We seek a candidate who has in-depth experience in above services
- Should be 30+ years, should have done hardcore TAS for over 7 years
- Should have worked for domestic geographies, additionally International exposure will be preferred
- Should be from good (School/ College Background)
- Where candidate is MBA, Masters pursued from top universities
- Excellent Communication & Presentation Skills