

SYNOPSIS

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

Designation	Associate - Transaction Advisory Services
Estimated CTC Range	Commensurate with skill set & experience. The CTC may be 12 to 20 lakhs or higher for exceptional cases including performance based incentives
Requisite Qualification	Chartered Accountant & / CFA + MBA (Fin) from a top – tier Business School
Requisite Experience	4 - 6 years post qualification experience

Key Responsibility Areas (KRA's)

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

- Support Senior Management in Interacting with existing and prospective clients and associates to enhance business across service offerings for investment advisory including buy-side /sell side and fund sourcing mandates across sectors in and outside India.
- Executing mandates for Transaction Advisory and support services including Valuations, preparing Financial Models, Teasers and Information Memorandums.
- Participating in Deal Evaluation across parameters including products, industry mapping, markets & financial metrics.
- Assisting the management team to continuously update the firm knowledge pool and resource across service offerings of this division.
- Interacting and coordinating with other divisions of the firm and associates including for legal, tax and regulatory advise and attain relevant support for structuring and closing investment transactions
- Support for Equity Placement through domestic and international sources including PE Funds, HNIs and Family Offices for transaction in and outside India.

Key Service Offerings include:

- Raising capital including equity and structured Investments through PE and VC funds, Financial Institutions, Family Offices, HNI etc.
- Advising on buy side/sell side/joint venture mandates for corporate and start-ups across sectors in and outside India.
- Advising on placement of private capital as financial or strategic investments for Family offices, and HNIs.
- Assisting and advising the client on commercial negotiations and documentation including LOI's, Term sheets and Definitive Agreements.
- Providing transaction support services including due diligence, valuation, financial projections, feasibility studies, preparing business plan, preparing pitch books, information memorandum etc.

Ideal Candidate Profile:

- We seek a candidate who has experience in above services across sectors.
- Should have work experience in transaction advisory and raising/investing capital for Indian Corporates.
- Should have a strong academic background from recognised institutions.
- Excellent Communication and Presentation Skills, with relevant experience in Client/Investor Interactions.
- Strong financial research and analytical capabilities required.
- Good knowledge of all capital markets-public and private.