

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/Promoter Groups of existing and prospective clients from diverse sectors.

Designation	Associate Vice President - Transaction Advisory
Estimated CTC Range	Maximum 33 LPA + Performance based Variable (Best in industry and commensurate with skill set & experience and linked to meritocracy)
Requisite Qualification	Chartered Accountant or CFA and/ B.Tech + MBA / MBA (Fin) from a top – tier Business School
Requisite Experience	Minimum 7 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:

- **Business Development** for the division
- **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.
- **Leading, training and mentoring** the existing team and attracting new talent pool for 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.
- **Assisting the management** team to continuously update the firm knowledge pool and resource across service offerings of this division

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:

1. We seek a candidate who has experience in above services across sectors.
2. Should have work experience in transaction advisory and raising/investing capital for Indian Corporates.
3. Should have a strong academic background from recognised institutions.
4. Excellent Communication and Presentation Skills, with relevant experience in Client/Investor Interactions.
5. Business Development skill set and network in financial sectors in India.
6. Should have strong technical knowledge of this industry and should be very strong with numbers.