

**Director - Transaction Advisory**

**Work Location:** Noida - Sector 126 or Bangalore or Mumbai

**Workdays:** 5 days' workweek + two Saturdays every month

**Qualification required:** Chartered Accountant (CA) &/ or MBA (Finance) from a reputed Business School

**Total Experience:** 9 – 14 years of relevant work experience

**Role Description:**

The selected candidate will work with the Partner heading the Transaction Advisory Services division for originating and executing mandates for Transaction Advisory and related Support Services. He/she shall independently interact with Senior Management/Promoter Groups of existing and prospective clients which includes industry leaders from diverse sectors.

Keeping in view the Key Service Offerings of the division, the incumbent will be responsible for:

**- Business Development for the Transaction Advisory division.**

- Interacting with existing and prospective clients and associates to identify new opportunities 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 end-to-end deals cycle from origination to execution to negotiations and deal closure.

- Leading the existing team to render quality professional services and managing execution of mandates for transaction advisory and support services in an efficient manner.

- Be hands-on when required - to prepare teasers, lead deal evaluation - financial models, projections, documentation, etc.

- Leading, training and mentoring the existing team and attracting new talent pool for this division.
- Assisting the management of the Firm to consistently and continuously update knowledge pool and resources across service offerings of this division.
- Assisting and supporting the firm's management to build and improve existing systems and processes to enhance operating efficiencies 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.

**Ideal Candidate Profile:**

- Seeking a young dynamic person with 9 – 14 years of post-qualification experience in raising funds (private equity) for Indian start-ups or strategically investing capital in equity for Indian Corporates/ Family Offices/ UHNIs/ Institutional Capital Firms.
- 3 or more years of **Business Development experience** in a professional services environment, along with proven expertise in deal structuring and negotiations.
- Strong network across the financial sector and various funds in India. Ability to build and leverage C -Suite and Board relationships across sectors.
- Should be strong with numbers and financial projections - able to review financial models, pitch decks, valuation and information memorandum prepared by the team, if required, before its presented to the client.
- Should have a strong academic background from recognized institutions. Where candidate is an MBA, Masters Degree to be from a leading university.
- Excellent Communication and Presentation Skills.
- Dynamic personality and strong leadership skills.

**Remuneration:** Commensurate with skill set & experience. The CTC may be upto 40 lakhs or higher for exceptional cases, plus performance-based incentives.

**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.
- Willing to travel for client/ investor meetings and other professional meetings.

**A Brief about the Company:**

D P N C Advisors is the consultancy arm of Dewan P.N. Chopra & Co., Chartered Accountants rendering Transaction Advisory and Transaction Support services. The Company is engaged in raising equity and debt capital and supporting clients through the entire capital raise process including carrying out Due Diligences, Valuations, Deal Negotiations, Definitive Documentation etc.

The Company is also engaged by some of the leading Family Offices in India to invest capital into viable and sustainable opportunities identified as per their financial and strategic requirements, both in and outside India. The Company has garnered extensive experience offering services to some of the leading Family Offices, Start Ups, Financial Institutions and Corporates in and outside India and was ranked as 'Top 3 Transaction Advisor in India' by Venture Intelligence for Calendar Year 2022 and Top 10 in 2021, 2020 and 2019.