

SYNOPSIS

The selected candidate will work with the Partner heading the Transaction Advisory Services division of Dewan P. N. Chopra & Co. 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 include industry leaders from diverse sectors.

Designation	Vice President/ AVP - Transaction Advisory
Estimated CTC Range	Commensurate with skill set & experience.
Requisite Qualification	Chartered Accountant and/or MBA (Finance) from a reputed Business School
Requisite Experience	Minimum 8 years post qualification experience

Key Responsibility Areas (KRAs)

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

- Business Development for the division
- Leading the existing team to render quality professional services and managing execution of 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 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.
- 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:

- We seek a candidate who has in-depth experience in the end-to-end fund raising/ strategic investment advisory, across sectors.
- Should be 29+ years of age, should have experience in TAS for 8 years or more.
- Should have work experience in raising/investing capital for Indian Corporates.
- Should have a strong academic background from recognised institutions.
- Where candidate is an MBA, Master's Degree to be from a leading university.
- Strong Business Development skills and network across the financial sector in India
- Excellent Communication and Presentation Skills

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.

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 recently ranked as “Top 3 Transaction Advisor in India’ by Venture Intelligence for Financial Year 2022” and Top 10 in India in the 2021, 2020 and 2019.