

JOB DESCRIPTION: DIRECTOR (TRANSACTION TAX)

As a key senior leader of our Direct Tax vertical, your focus shall be on strategizing, planning, growing & supervising the execution of **M&A Tax** and **Direct Tax Advisory services** to **Domestic & International Clients** from **diverse industries**.

Our M&A Tax team provides end-to-end solutions for addressing Tax and Regulatory requirements in matters of M&A Transactions. Our service offering encompasses a broad range including Tax Restructuring, Merger, Demergers, Slump Sales, Acquisition, Transaction Advisory, Family Settlements, Succession Planning and more. Our team comprises of expert professionals who have in-depth experience in executing deals and transactions for leading business houses in India, MNC's, UNHIs, some of the largest Family Offices in the country.

Indicative CTC & Growth Prospects

Amongst best in Industry, Commensurate with skill set, experience and linked to meritocracy & shall include attractive result oriented variable pay.

This position offers quick growth opportunities including fast track trajectory to a Partner role.

Key Responsibility Areas (KRA's)

Client Engagement & Delivery

- Have ownership traits to lead, grow and manage this division.
- Expand and Grow Business.
- Spearhead strategic initiatives to drive divisional growth and optimize business outcomes through the expansion of service offerings.
- Responsible for spearheading the development of new product/s within the Transaction Tax division.
- Proactively manage client relationships to ensure the seamless execution and successful completion of advisory assignments. Engage with Promoters and Senior Management portfolios to align objectives and deliver exceptional service.

- Responsible for managing quality of clients deliverables including on matters of:
 - M&A Tax/ Transaction Tax Advisory
 - Advising on Corporate Tax Planning, Strategic Issues and Complex Tax Matters.
 - Advisory on Direct Taxation (Domestic & International)
 - Managing and mentoring the team to ensure timely delivery of quality work.

People Development & Knowledge Sharing

- Manage & mentor your team; mobilize and inspire them to meet allocated deliverables
- Create an environment to enhance camaraderie, promote Firm's core values and ethics; drive professional growth & retention of team
- Promote thought leadership, champion knowledge sharing efforts, review and continually improve processes for enhancement of learning & development within the Firm
- Play an active role in recruiting team members and developing key skill sets via periodic trainings
- Identify, adapt and adopt relevant technology & tools to continuously learn, innovate and enhance service delivery
- Represent the Firm at conferences, seminars, suitable events to build relationships and stay informed about industry developments

To qualify for this role, you must have:

Requisite Experience:

Over 15 years of experience in rendering M&A Tax/Transaction Tax Services and atleast 5 years of experience in leading the engagement in a reputed Consulting / CA firms /Law Firms/ Large Corporates.

Requisite Qualification:

Chartered Accountant / LLB

Requisite Skills & Attributes for Success

We seek a candidate with in-depth experience in M&A Tax/Transaction Tax. Preference shall be given to candidates who possess:

- Ability to grasp client's business dynamics, industry-specific challenges, and effectively engage with stakeholders to tactfully address their concerns.
- Actively leverage social media platforms to represent the firm and promote thought leadership in M&A Tax/Transaction Tax.
- Excellent communication, personality and presentation skills, especially related to Client Interactions including with leadership level.
- Strong Networking & Business Development skills.
- Proven record in delivering excellence, developing strong team, leveraging technology and growing the division.
- Sound commercial knowledge and problem-solving skills