

**JOB DESCRIPTION: DIRECTOR/POTENTIAL PARTNER (TRANSACTION TAX)**

As part of our leadership team, 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**

Commensurate with skill set and value contribution and also higher compensation for Potential Partner.

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

**Key Responsibility Areas (KRA's)**

**Client Engagement & Delivery**

- Spearhead strategic initiatives to drive divisional growth and optimize business outcomes through the expansion of service offerings. Have ownership traits to lead, grow and manage the business of this division.
- 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

- Consultation & Advisory on Direct Taxation (Domestic & International)
- Advising on Corporate Tax Planning, Strategic Issues and Complex Tax Matters including business reconstruction.

**People Development & Knowledge Sharing**

- Manage & mentor your team; mobilize and inspire them to meet allocated deliverables
- Promote thought leadership, champion knowledge sharing efforts, review and continually improve processes for enhancement of learning & development within the Firm
- 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 Qualification & Experience:**

Qualified Chartered Accountant with over 15 years of experience in rendering M&A Tax/ Direct tax/Corporate Tax Advisory Services at reputed Consulting / CA firms /Law Firms/ Large Corporates.

**Requisite Skills & Attributes for Success**

We seek a candidate with in-depth experience in M&A Tax/Direct Tax/Corporate Tax Advisory. 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.
- Strong Networking & Business Development skills. 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.

- Proven record in delivering excellence, developing strong team, leveraging technology and growing the division.
- Sound commercial knowledge and problem-solving skills

**What working at DPNC Offers**

- DPNC is known for being amongst the best places to work and build a career.
- Strong people centric culture. One of the highest Glassdoor & Ambition Box rankings amongst consulting firms in India.
- Fair Play Transparency; Fastrack career progression via Meritocracy based recognition and growth.
- Superior learning experience related to your chosen field via exposure to wide variety of work for eminent clients from multiple sectors that include MNCs, Corporates, Family Offices, UHNIs.
- Focus on learning & development for growth of an individual that extends beyond technical skills.
- One on One mentoring from division heads.