

# Turkey Jobs Expertini®

## Vice President (M&A/Project Finance)

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Company: Michael Page

Location: Istanbul

Category: other-general

Tarihinde güncellendi 08/03/2024

Experience in Corporate Finance, Merger&Acquisitions, Restructuring, and Finance

Independent merchant bank focusing on advisory and asset management services

### Müşterimiz Hakkında

The company established in 2017 and headquartered in London, is an independent merchant bank focusing on advisory and asset management services in Turkey and emerging markets. Advisory services of the company focus on corporate and sponsor-driven M&A, divestitures, privatizations, debt advisory, restructurings, and private placements. Asset management focuses on capturing capital flows between developed and emerging markets, and principally deploying junior debt and minority equity capital in a variety of situations.

### İş Tanımı

Transaction Execution:

Oversee the end-to-end execution of M&A transactions and project finance deals, ensuring timely and accurate completion.

Conduct financial analysis, due diligence, and risk assessment to evaluate potential investment opportunities.

Develop and implement transaction structures, financing strategies, and negotiation tactics to optimize deal terms.

Collaborate closely with the deal team, taking a lead role in preparing all necessary deal

documentation, educating investors, and leading the due diligence and Q&A process.

Collaborate with legal and other advisors to ensure seamless deal execution.

#### Team Leadership and Development:

Manage a team of professionals, providing guidance, mentorship, and support in executing transactions.

Facilitate the technical and soft skill development of other professionals in the team, including coaching on financial modelling, presentation skills, and client management.

#### Deal Origination and Relationship Management:

Identify and cultivate relationships with potential clients, investment partners, and industry experts to generate new business opportunities.

Proactively engage with clients to understand their strategic goals, financial needs, and advise on potential M&A and project finance solutions.

Present investment opportunities and proposals to clients, highlighting the financial benefits and risks involved.

#### Financial Modelling and Analysis:

Develop complex financial models to evaluate investment opportunities, assess risks, and project financial performance.

Conduct comprehensive market research and industry analysis to identify trends, opportunities, and risks.

Prepare investment memorandums, presentations, and reports for senior management and clients.

## Stakeholder Management:

Build and maintain strong relationships with key stakeholders, including clients, investment banks and legal advisors.

Represent the company in external meetings, conferences, and industry events to enhance the company's reputation and network.

## **Aradığımız Profil**

Bachelor's degree in Engineering, Business Administration or Economics from a leading university (MBA is preferred)

Proven track record in successfully executing M&A and project finance deals

Excellent analytical and technical ability, with particular focus on LBO modelling and conducting valuation analysis by applying different methods

Strong knowledge of financial markets, industry trends, and regulatory frameworks

Well-developed interpersonal skills; ability and comfort to communicate with very senior professionals

Excellent communication and presentation skills, with the ability to effectively interact with clients and stakeholders at all levels

Willing to take on high level of responsibility, take initiative and work independently

Excellent leadership and team management skills, with the ability to motivate, assist and develop a high-performing team

Experience working with clients and investors to develop and execute financing strategies

Flexible working hours, able to work under pressure and meet tight deadlines

Fluent in Microsoft Office suite (PowerPoint, Excel, Word, Outlook )

Excellent written and verbal communication skills in English and Turkish; additional languages are a plus

## **Teklif Edilenler**

The company is seeking a highly motivated and experienced professional for the role of Vice President in Corporate Finance, Merger & Acquisitions, Restructuring, and Financing. This is a long-term opportunity that offers significant growth potential and a chance to contribute to the success of the organization.

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