



Financial Advisory Financial Advisory Services - Corporate Finance I Senior Manager

What impact will you make?

Every day, your work will make an impact that matters, while you thrive in a dynamic culture of inclusion, collaboration and high performance. As the undisputed leader in professional services, Deloitte is where you'll find unrivaled opportunities to succeed and realise your full potential.

The Team

Innovation, transformation and leadership occur in many ways. At Deloitte, our ability to help solve clients' most complex issues is distinct. We deliver strategy and implementation, from a business and technology view, to help you lead in the markets where you compete.

Work you will do

As a Senior Manager in our Financial Advisory Services team, you will build and nurture positive working relationships with teams and clients with the intention to exceed client expectations. You will:

- Assist and facilitate clients to participate available deals in an economically viable manner for all stakeholders.
- Identify and strategize on potential clients for whom selected deals would be a good match with their expansion plans
- Manage client relationships effectively and facilitate progress on assignments being handled.
- Prepare concept documents and proposals on available and potential deals
- Work with multiple teams to conceptualize, do feasibilities, market assessments and formulate solutions for clients on potential deals
- Carry out, macro and industry research - both field and desk based – on potential opportunities being explored to be shared with clients
- Maintain stakeholder relationships with government and private institutions, research agencies, chambers of commerce and regulators
- Write reports, papers, briefs, proposals and presentations for multiple stakeholders.
- Track new industry developments to create visibility for the firm.
- Effectively negotiate between buyers and sellers to ensure attractive outcomes for all parties

Profile

- Minimum 11 years of similar experience in financial analysis and industry research
- Bachelor's degree in Finance/Economics or Member of CFA/ICASL/CIMA/ACCA
- Experience in having negotiated and facilitated closure of key transactions involving Mergers and Acquisitions, fund raises and equivalent deals