



## Sequeira Partners is seeking a full time Valuations Manager to join our team in Calgary

### **About Sequeira Partners:**

Sequeira Partners is Western Canada's leading independent sell-side transaction and valuation advisor to private and public businesses with a focus on industrial, diversified and energy services companies. A strong industry focus, combined with deep experience in transaction advisory has led to Sequeira Partners becoming one of the fastest growing mid-market investment banking boutiques in Western Canada. With over \$2.2 billion dollars worth of transactions completed, our team takes a fast paced, collaborative approach to helping entrepreneurs and business owners tackle succession planning, identifying growth equity, acquisitive growth strategies, divestitures and financings.

Our focused service offerings include:

- Sell-Side M & A Advisory
- Valuations and Financial Opinions
- Corporate Carve-outs
- Recapitalizations
- Valuations and Financial Opinions

### **The opportunity:**

Sequeira Partners is hiring a full time Valuations Manager to support the continued growth of our organization in our Calgary office. We are seeking an individual with Valuations experience whose proven academic excellence, strong technical ability, and passion for client services will enable us to further establish our position as one of the leading mid-market corporate finance and valuation advisors in Western Canada.

### **Responsibilities:**

#### Valuation Manager

- Take a lead role in our Valuations team on the delivery of a variety of unique and challenging valuation mandates, including: fairness opinions, Board presentations, shareholder disputes, corporate transactions, tax and financial reporting, and other advisory mandates
- Lead teams in the delivery of all forms of valuation reports (comprehensive, estimate, and calculation)
- Create long term relationships with clients
- Actively mentor, coach, and grow our Valuations team
- Provide valuation and financial modelling delivery and support
- Review models and analyses across our practice
- Create Board of Director or other stakeholder presentations around unique financial problems



- Research and analyse prospective clients and take an active role in business development
- Create, design, and deliver marketing materials

#### Financial Modelling

- Develop, review and maintain complex financial models including forecasts and earnings analyses, discounted cash flows, leveraged buyout scenarios and merger models
- Research comparable transactions and industry trading metrics in support of private company valuations

#### Business Development

- Industry and target company research to identify prospective clients or learn about targeted businesses
- Identify and participate in business development opportunities
- Participate in speaking engagements and community outreach
- Draft presentations to prospective clients and influencer groups on topics such as business sales, valuation and exit readiness

#### **Attributes:**

- A detail oriented, analytical individual committed to error-free, polished work product
- Experience as a CBV delivering valuation reports within an active Financial Advisory or Valuations group
- Qualified CPA, CA preferred
- Self-starter with ability to work independently
- Proven organizational and time management skills in order to effectively balance multiple priorities and competing demands within tight deadlines
- Strong communication skills, with effective verbal and written English skills
- Ability to manage complex projects and a demanding, varied workload

#### **Join us:**

We strive to be world class by building a team of dedicated, experienced transaction and valuation professionals whose entrepreneurial spirit enables us to be adaptable to the unique needs of our clients.

**Closing Date: Until a suitable candidate is found.**

Please submit your resume and cover letter via email to:

**Radwa Gabriel**

**Manager of Corporate Services**

[rgabriel@sequeirapartners.com](mailto:rgabriel@sequeirapartners.com)



For more information on our firm please visit our website [www.sequeirapartners.com](http://www.sequeirapartners.com). Only selected candidates will be contacted for follow-up.