



## Sequeira Partners is seeking a full time Analyst to join our team in Vancouver

### **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
- Corporate Carve-outs
- Recapitalizations
- Valuations and Financial Opinions

### **The opportunity:**

Sequeira Partners is hiring a full time Analyst to support the continued growth of our organization in our Vancouver office. We are seeking an individual 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 M&A advisors in Western Canada. The chosen candidate will work closely with the senior deal team in Vancouver servicing clients across Western Canada.

### **Responsibilities:**

#### *Material Preparation, Research and Due Diligence*

- Draft pitches, teasers, client information memorandums and management presentations for transaction mandates
- Conduct and summarize industry and company research in support of active or prospective engagements
- Organize client data into useable outputs for marketing materials
- Coordinate detailed buyer due diligence, including managing electronic data rooms and reviewing all materials to be provided to potential purchasers
- Research and analyse prospective purchasers
- Maintain target lists in Sequeira's project management system
- Produce monthly client progress reports



### Financial Modelling

- Data entry of financial information into Sequeira models
- Develop, review and maintain 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 Assistance

- Industry and target company research to identify prospective clients or learn about targeted businesses
- Market mapping of prospects for Sequeira's target geographies and industries
- Maintain Sequeira's database/lists of business development targets (contact information, business descriptions, updates on activity with targets)
- Prepare weekly updates to all Sequeira staff regarding client prospects and current engagements
- Draft presentations to prospective clients and influencer groups on topics such as business sales, valuation and exit readiness
- Monitor external news and transaction activity for information that is relevant to potential clients
- Prepare agenda and take minutes for internal business development meetings

### **Attributes:**

- ***A detail oriented, analytical individual committed to error-free, polished work product***
- ***Qualified CPA, CA with 3-4 years public practice experience***
- ***Experience in mid-market transactions including: investment banking, corporate finance and/or transaction services preferred***
- Experience analyzing company financial statements and preparing financial models
- 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:

hr@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.