



Sequeira Partners is seeking full time Vice President to join our team

Position: Vice President, M&A

Position Type: Full Time

Location: Vancouver, British Columbia or Edmonton, Alberta or Calgary, Alberta

Sequeira Partners is Western Canada's leading independent M&A and Valuations advisor. 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 \$3.0 billion dollars worth of transactions completed.

Our focused service offerings include:

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

The opportunity:

We are looking for smart, experienced corporate finance professional to join our team. By joining the largest independent firm in Western Canada, you can have an impact on our clients and transactions world. We offer hands-on experience in an agile team environment where you will have direct experience with prospects, clients and potential purchasers as a means of continued career development.

Sequeira Partners is hiring a full time Vice President to support the continued growth of our organization. We are seeking individuals whose proven experience, strong technical ability, and passion for client services will enable us to further establish our position as one of the leading investment banking firms in Western Canada. The chosen candidates will work closely with Partners across all offices servicing clients across Western Canada.

What you will do:

- Lead the day-to-day execution of M&A and other transaction advisory assignments, including regular prominent interaction with clients.
- Lead the preparation of client presentations including ongoing transactions and business development opportunities and playing a key role in the presentation of such materials to clients and potential clients.
- Coordinate with your deal team on the preparation of confidential information memorandums and other deal-related marketing materials.
- Prepare and/or reviewing financial models and valuation analysis, with support from associates.
- Provide oversight and guidance to less senior professional staff on assignments.
- Manage relationships with clients.

- Play a key role in the development of strategy on negotiation and other activities during a deal.
- Maintain up-to-date knowledge related to market trends and opportunities.
- Research financial, industry, and market data/information related to business opportunities for clients.
- Pursue business development activities through your professional and community networks.

Credentials:

- Qualified CPA, CA with eight years professional practice experience
- CFA/CBV or other post secondary education
- Experience in mid-market transactions including: investment banking, corporate finance and/or transaction services
- Entrepreneurial spirit and work ethic.

Characteristics We Look For:

- An individual who sets high standards and focuses on key decisions and activities.
- Ability to execute and achieve objectives with a clear and articulated plan.
- Self-starter who works well independently, but also a team player.
- Strong collaborative skills with individuals at all levels of the organization.
- A skilled communicator; articulate and direct. Demonstrates capabilities gaining buy-in and trust amongst internal and external stakeholders.
- Ability to manage complex projects and a demanding, varied workload.
- A passionate individual, who is committed to learning and growing with the team, while having a little fun.

Is the Opportunity for You?

Join our diverse team of dedicated and experienced transaction and valuation professionals whose entrepreneurial spirit enables us to be adaptable to the unique needs of our clients.

If you believe you meet the criteria above, we look forward to meeting with you!

Please submit your resume and cover letter via email to:

Nicole Hutchinson

Administrative Marketing Coordinator

hr@sequeirapartners.com

Closing Date: Until suitable candidates are found.

For more information on our firm please visit our website www.sequeirapartners.com. Only selected candidates will be contacted for follow-up.