



Sequeira Partners is seeking a full time Associate or Senior Associate to join our team in Vancouver

Position: Associate or Senior Associate, M&A

Position Type: Full Time

Location: Vancouver, British Columbia or Edmonton, Alberta

Sequeira Partners is Western Canada's leading independent sell-side transaction and valuation advisor to private and public businesses. A 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
- Valuations and Financial Opinions

The Opportunity

Sequeira Partners is hiring a full-time Associate or Senior Associate to support the continued growth of our organization. We are seeking individuals 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 investment banking firms in Western Canada. The chosen candidates will work closely with the senior deal team in Vancouver servicing clients across Western Canada.

What You Will Do

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
- Maintain target lists in Sequeira's project management system
- Produce monthly client progress reports

Financial Modelling

- 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

- Initiate contact and present opportunities to prospective clients and counterparties.
- Manage relationships and provide high quality service to clients and external professionals.
- Industry and target company research to identify prospective clients or learn about targeted businesses
- 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

Credentials

- Qualified CPA, CA with 5 years of professional practice experience
- CFA/CBV or other post secondary education is preferred
- Experience analyzing company financial statements and preparing financial models
- Experience in mid-market transactions including investment banking, corporate finance and/or transaction services is preferred
- Entrepreneurial spirit and work ethic

Characteristics We Look For

- The ability to be a self-starter and work independently
- A detail-oriented, analytical individual committed to error-free, polished work product
- Proven organizational and time management skills in order to effectively balance multiple priorities and competing demands within tight deadlines
- Excellent written and verbal communication skills
- Ability to manage complex projects and a demanding, varied workload

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, Manager of Operations

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.