

BUSINESS DEVELOPMENT ASIA

Job Title: **DIRECTOR/ASSISTANT DIRECTOR – M&A ADVISORY**

Description

Business Development Asia (BDA) is seeking an experienced investment banker to join our Mumbai office.

BDA is an investment banking firm. We specialize in cross-border transactions involving Asia, typically with enterprise value up to US\$500m. We have a strong track record advising North American, European, and Asian clients. We have 8 offices and 58 professional staff throughout Asia (Shanghai, Hong Kong, Mumbai, Tokyo and Seoul), as well as in London and New York.

BDA closed 15 transactions in 2010, a record year, and has a robust pipeline of deal prospects in the current year. We work on both the sell-side and the buy-side. On the buy-side we typically advise western clients on the acquisition of Asian assets. On the sell-side we represent global strategic/financial companies selling Asian assets, or international assets which may appeal to Asian buyers, or assisting local Asian entrepreneurs selling their business to buyers globally.

Essential Functions:

- Conduct execution work on mergers, acquisitions, divestments and joint venture transactions as part of a team
- Networking with industry contacts, lawyers and other advisors to source business opportunities
- Conduct industry and market entry studies on behalf of clients
- Develop and review financial models within broadly defined guidelines
- Prepare and deliver presentations to clients
- Supervise the junior staff in identifying and exploring potential new business and securing new clients

Preferred Qualifications:

- Working knowledge of Indian and international finance and accounting concepts and principles as they relate to M&A transactions
- Networks in the financial services world and/or industry that can be leveraged into new business
- Strong analytical and critical thinking skills
- Knowledge of the economic, investment, business and regulatory environment of India
- Clear, enthusiastic and confident communication abilities (both written and oral) to correspond with senior corporate executives and clients
- Highly motivated and keen to take initiative; work effectively both independently and with other team members; have high levels of integrity and professionalism
- Flexibility to travel domestically at short notice
- Fluency in English

Education / Experience:

- A Master's degree with an excellent academic record from a top-ranked university
- At least six years' experience in investment banking, corporate finance advisory, management consulting or the corporate development division of a large multinational company
- Detailed experience in the major Asian markets

Location: Mumbai, India

Contact: Arun Bagchi

Director

abagchi@bdallc.com