

BUSINESS DEVELOPMENT ASIA

Job Title: **DIRECTOR– M&A ADVISORY**

Description

Business Development Asia (BDA) is seeking an experienced investment banker to join our NY office to lead and manage client marketing in the US.

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 60 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:

- Marketing and execution of M&A advisory mandates
- Networking with industry contacts, lawyers and other advisors to source business opportunities
- Develop and conduct pitches to potential clients for new mandates
- Execution of M&A mandates including the following roles:
 - Client and counterparty management, including leading negotiations
 - Supervision of junior staff, both locally and abroad
 - Transaction structuring & valuation
 - Managing due diligence including coordinating with external parties

Preferred Qualifications:

- Excellent communication and presentation skills
- Strong entrepreneurial and commercial instincts
- Ability to work co-operatively and effectively within teams
- Networks in the financial services world and/or industry that can be leveraged into new business
- Desire to work hard to produce outstanding results

Education / Experience:

- Superb academic credentials including a bachelors' degree or higher
- At least eight years' investment banking or relevant experience
- Detailed experience in the major Asian markets

Location: New York, US

Contact: Please send your cover letter and resume to recruit@bdallc.com