

The Jordan, Edmiston Group, Inc., New York, NY seeks Vice President, Investment Banking - Managing and leading teams of Financial Analysts and Associates in order to effectively lead all aspects of deal execution in support of M&A and sale transactions for the firm's media and events clients. Leading teams of Junior Bankers on key accounts and media and events transactions and fostering professional growth of junior bankers through mentorship relationship and focusing on training and development of junior talent. Leading clients' teams and other advisors, including legal, tax and accounting, during sale and M&A transactions. Conducting extensive client financial due diligence and capital markets research through analysis of businesses up for sale, assessment of key issues facing the business, classifying risks, evaluating drivers behind sustainable and growing profits and cash flows, and anticipating the interests of investors or buyers. Maintaining and establishing relationships with existing and potential company clients including high-profile global corporations, middle-market companies, emerging companies, entrepreneurial owners and founders, private equity and venture capital firms particularly in the media and events space. Analyzing media and events sector industries and understanding key economic trends, financial risks, drivers of growth, and competitive landscape in order to validate the attractiveness of market opportunities for potential buyers and investors. Utilizing knowledge of financial accounting rules, tax rules, detailed valuation and modelling skills, local and international company laws, stock exchange rules, take over, and other regulations in order to conduct extensive financial analysis and valuation of M&A transactions. Utilizing knowledge of valuation techniques, capital markets pricing, and historical transaction analysis in order to perform financial and valuation analysis on client businesses to determine the economic value of the business or company using techniques including discounted cash flow, leveraged buyout analysis, comparables analysis, precedent transactions, sum-of-the-parts and discounted equity value analysis. Developing deal structuring alternatives and financial structures to optimize pro forma capital structure while identifying the best possible deal financing structure based on media and events industry research, capital markets intelligence, understanding industry and comparable business transactions, and facilitating financing based on an analysis of financial alternatives and industry lenders. Conducting in-depth merger analysis and building operating and valuation models such as discounted cash flow, leverage buyout, accretion/dilution analyses and public comparable or precedent transactions analyses, in order to assess the current and future financial status of client businesses using tools including Bloomberg and CapitalIQ as well as Visual Basic. Determining and advising on target valuations, including synergy and tax values, and assisting clients in determining target valuation of their business. Advising clients on capital markets financing (equity and debt capital markets) deal pricing, contracts, and tactical considerations and leading negotiations with the client management team in order to effectively position the business up for sale, identify the right price and lead contract, facilitate discussions, and improve economic and structural terms of the transaction for the client. Developing comprehensive marketing materials, including informational memoranda and management presentations, for prospective strategic and financial buyers and investors using Microsoft Excel and PowerPoint. Promoting professional, ethical, regulatory and legal standards and ensuring that all work is done with high standards of professional ethics to uphold laws, regulations, and policies that influence the company and improve the company's financial and operational efficiency and performance. Travel 10% US and/or Int'l to meet with clients.

Requires Master's Degree in Business Administration, Finance, Accounting, Economics or a related field and two (2) yrs. experience in the Job Offered. Experience must have included:

Use of valuation techniques including discounted cash flow, leveraged buyout analysis, comparables analysis, precedent transactions, sum-of-the-parts and discounted equity value analysis; M&A analysis including merger modelling, accretion dilution analysis, pro forma trading analysis, package value analysis and separation analysis including carve outs, divestitures, sup-ipo's, split offs and spin offs; Experience working within Capital markets including equity capital markets, debt capital markets and credit modeling; Use of Microsoft Excel and PowerPoint; Use of Bloomberg and CapitalIQ; Use of Visual Basic; and M&A transactions within the Telecom and Media & Events Space industries specifically.

Send resume to [dougs@jegi.com](mailto:dougs@jegi.com) & refer to VPIB