

Managing Director Position Description

MergerTech is the investment bank by technology entrepreneurs for technology entrepreneurs. We use our deep domain expertise and buyer relationships to enable our clients to convert their work into wealth through M&A exits to both strategic and financial buyers.

We are seeking an experienced M&A transaction advisor capable of handling the deal process from engagement to closing. Our current focus is on sell-side engagements for companies that operate in the technology sector, whose businesses typically sell for \$20 million to \$100 million. We have closed transactions in the areas of digital transformation; software development; data analytics; cybersecurity; cloud migration services; managed services, etc. and are looking for a candidate with expertise and relationships that can build upon and expand our client base to additional areas in technology M&A. While our office is in the San Francisco Bay Area, candidates may be located in another market with occasional visits to the office.

Essential Job Functions:

- Secure new clients in area of expertise drawing on professional network and existing relationships, with support from management and team members
- Manage client engagements from initial call through closing including responsibility for all aspects of client and deal management including but not limited to:
 - primary point of contact for all client communications and relationship management
 - supervise the deal team in all aspects of transaction planning and execution
 - comprehensive understanding and ability to interpret and present client and potential buyer financials
 - expertise in financial modeling and positioning of growing companies for optimum value
 - qualify and engage buyers in discussions regarding client business; lead meetings where client presents business details to prospective buyers
 - manage multiple buyers in negotiations to achieve best outcome for client
 - secure signed offer from buyer and manage due diligence
 - familiarity with various approaches to deal structures to help bring client and buyer together
 - negotiate purchase agreement in conjunction with client and client legal advisors
 - manage deal process to ensure a timely process, overcome obstacles and close deal
 - manage client post-closing to secure positive references, testimonials and deal announcement
- Mentor and develop team members working on client engagements

Requirements:

- Bachelor's degree in a business-related field, MBA a plus, but not required
- 8+ years of transaction experience in investment banking or corporate development
- Outstanding interpersonal skills
- Strong verbal and written communication ability
- Must be self-directed with the ability to work autonomously
- Ability work and adapt in a fast-paced, ever-changing and growing organization
- Tech sector experience as an operator or deal professional
- Able to maintain and execute matters of a confidential nature

MergerTech Offers:

- Growing, entrepreneurial company in the heart of the technology industry
- Significant opportunity to make an impact on the business and benefit accordingly
- Initial draw with commission model
- Broker/Dealer affiliation to accommodate transfer of active licenses
- Flexible work environment with minimal travel required
- Excellent health care benefits