

bP Corporate Finance: we promote your talent!

We are an M&A boutique specialised in providing advisory services in M&A transactions to entrepreneurs, companies and institutional investors with business activities in Italy and abroad. Our team is composed of professionals with an entrepreneurial spirit, strategic vision and consolidated skills in corporate finance.

For our **Milan** office, we are looking for a

SENIOR ANALYST (m/f)

to join our Corporate Finance Advisory team.

The role

You will be involved in ongoing operations, as well as in activities preparatory to the acquisition of new assignments. The main activities will be:

A. Independently conduct in-depth financial analyses and develop complex valuation models:

- perform detailed financial valuations to support strategic decisions, using advanced modelling techniques (DCF, multiples analysis, LBO, etc.);
- analysing the historical and prospective performance of target companies, identifying key risk and opportunity areas;
- create dynamic and customised financial models, capable of supporting negotiations and strategic planning, both for buy-side and sell-side transactions;
- evaluate sensitivity scenarios and distress tests to anticipate the impact of potential changes in economic and financial parameters.

B. Manage the preparation of client and investor documentation, including pitch books and information memoranda, coordinating the Junior Analyst team:

- draft and structure high-quality pitch books and presentations to support the proposition of strategies and investment opportunities to clients;
- develop detailed information memoranda outlining the structure, competitive positioning, financial performance and growth prospects of the companies involved in the transactions;
- ensure the accuracy and consistency of the information presented, collaborating with other team members to integrate sector analysis and strategic insights;
- customise materials to meet the specific needs of clients and investors, adapting them to different operational and cultural contexts.

C. Actively participate in the execution phases of transactions, including due diligence:

- Co-ordinate the different stages of due diligence, working with legal, accounting and technical experts to ensure full coverage of assessment areas;
- analysing target documentation, including financial statements, key contracts and economic projections, to identify risks, liabilities and potential areas of synergy;
- prepare detailed reports and summaries for management and clients, highlighting the most relevant findings and suggesting action plans to mitigate identified risks;
- work closely with the deal team to structure and negotiate deal terms, supporting the contract review and closing stages.

D. Scouting and identifying counterparties:

- conduct market research to identify potential counterparties for M&A transactions, including acquisition targets, strategic partners or acquirers;
- developing and maintaining an up-to-date database of potential counterparties and actively monitoring market and sector trends to identify new opportunities;

- collaborate in origination activities to assess and propose new business
- opportunities, supporting the preliminary contact and analysis phase;
- present findings and recommendations to the senior team, participating in the strategy of developing relationships with identified counterparties.

E. Working closely with the partner, associate and clients, interacting directly with management teams and counterparties:

- take a proactive role in managing client relationships, ensuring clear and professional communication at every stage of the transaction;
- facilitate meetings and workshops with top management to align expectations and discuss operational strategies and financial considerations;
- act as a point of reference for the counterparties involved, responding promptly to requests for clarification and supporting the negotiation of key terms;
- demonstrate advanced interpersonal skills to create a climate of trust and collaboration, while maintaining confidentiality and respecting the specific needs of each client.

What you should have

- Master's degree in economics, finance (MBA or master's degree in finance are considered a plus);
- 2-5 years of experience in investment banking, M&A or private equity;
- Previous involvement in M&A transactions;
- Experience in direct project management and communication with senior clients;
- Excellent financial modelling and quantitative analysis skills;
- Fluent knowledge of the Italian and the English language, both written and spoken;
- Excellent communication and interpersonal skills, with a flair for teamwork;
- Ability to lead and supervise Junior Analysts;
- Full command of IT tools, in particular MS Excel and PowerPoint and knowledge of the main financial and market databases (e.g. AIDA, Capital IQ, Merger Market);
- Proactivity, curiosity and attention to accuracy.

Why bP Corporate Finance?

We are part of the bureau Plattner group, an interdisciplinary tax and legal firm covering a full range of services. Therefore, we are able to offer you a suitable platform to shape your professional and specialisation path, all in a dynamic and constantly growing environment.

You will be able to develop your skills in a positive environment, where the right balance between a convivial atmosphere, professionalism, motivation and attention to the needs of employees/professionals is considered paramount.

Flat organization, transparency, mutual respect and appreciation have always characterised our corporate culture.

**Applications can be sent to info@bp-corporatefinance.com,
attaching a letter of motivation.**