



JOB DESCRIPTION

Role Title: Corporate Finance Deal Originator

Reporting To: Partner, PEMCF

Overview of role

Reporting to the PEMCF partner, the candidate will be responsible for identifying, originating, and analysing strategic growth opportunities on behalf of PEMCF. This could cover new market developments, potential new M&A, and valuation projects, or establishing new sectors of focus.

Nature of Work

- Be the first point of contact for all new potential business.
- Effectively qualify / disqualify potential new clients using effective sales screening.
- Support the senior team members with business development projects and client facing activities throughout the sales process.
- Develop an extensive knowledge base across several sectors and verticals including (but not limited to) agri-food, business services, construction, education, life sciences & healthcare, specialist engineering & manufacturing, and TMT (technology, media, and telecoms).
- Develop an understanding and deliver effective sales techniques for a variety of client types.
- Collaborate with senior members of PEMCF to learn and develop corporate finance skills.
- Become an expert user of PEMCF's CRM platform to develop and maintain consistent CRM hygiene.
- Prospect, identify, and generate new opportunities to build a pipeline of targeted prospects.
- Manage a sales pipeline and sales process from first contact to client won.
- Work with and develop relationships across PEM.
- Perform other duties as assigned by the partner as needed.

Candidate profile

1. Charismatic and commercially minded.
2. Target driven.
3. Able to perform in a high-pressure, high-volume project environment.
4. A team player who can also work independently.
5. Self-motivated with the ability to motivate others.
6. Someone who is keen to learn and develop through a variety of coaching methods.
7. A confident and authoritative attitude when dealing with others.
8. A positive and resilient mindset.
9. Excellent CRM management skills.
10. Strong time keeping skills.
11. A desire to contribute and be a key part of a fast-growing innovative business.

Technical

1. Outstanding written & verbal communication.
2. Ideally have a business or finance relevant degree and previous sales experience.
3. Flexible, creative approach to conducting research to support marketing or project work using a variety of sources.
4. Excellent organisation skills.
5. IT skills including competency with various software packages – Word, Excel, PowerPoint, use of online databases, CRM system (ACT/Workbooks).

Business Development/Client Care

1. Support with marketing opportunities.
2. Support with proposals for new opportunities.
3. Supporting the team on pitching for new work and lead nurturing.
4. Always delivering highest standard client care and good working relationships.

Day-to-day

1. Responsibility for ensuring own time management on projects is appropriate.
2. Liaising with PEM staff and partners as appropriate.
3. Optimise communications between partners and staff.
4. Positively support the future direction of PEM.
5. A self-starter – active and productive.

Commercial

1. Contributes to ideas, is collaborative, collegiate and enjoys brainstorming.
2. Keeps up to date with corporate finance market trends.

Teamwork

1. Encourage and motivate a positive team to give their best in line with PEMCF's goals.
2. Be a motivating and respected member of the firm, working pro-actively to encourage positive relationships across the firm.
3. Sharing knowledge willingly and ensuring the development of the wider team.
4. Responds well to advice and is not afraid to give it.
5. Sociable and willing to learn.
6. Team player.