

Investment Banking Analyst Position - Contract

We are currently seeking one or two Investment Banking Analysts to join our team until the end of December 2021, with the possibility of full-time at the end of the term. This opportunity is an ideal fit for someone who is drawn to challenges, driven by outcomes, and eager to learn in an entrepreneurial, high-performance culture. The role offers far superior professional development and more client exposure, compared to similar roles at most other firms.

ABOUT VALITAS

Valitas Capital Partners is a relationship-focused merger & acquisition (M&A), corporate finance, and strategic advisory firm. We collaborate with ambitious owners of high-performing businesses with a potential value of at least \$100 million, to discover, unleash, and realize their full business value potential.

Owners and their leadership teams rely on Valitas when they:

- Want to triple the value of their business in five years or less, but realize they lack the expertise and experience to achieve this alone.
- Want to sell their company now, assured they will look back after the transaction knowing they got the best possible outcome.
- Seek the peace of mind of taking some chips off the table now, to secure their family's financial future without giving up control or the future increased value in their business.
- Are anguished they had to say no to growth opportunities they worked so hard to create because their bank cannot keep up with the needs of their fast-growing business.
- Are frustrated at the lack of traction they are getting with their acquisition efforts, whether it is not seeing enough quality acquisition opportunities, or by wasting time and money coming up empty-handed in auctions.
- Are dispirited by the significant investments in expensive specialists, technology, systems, and financial modelling capabilities required to execute their audacious strategic goals.
- Are intrigued by the idea of selling their business to their management team over time but want to recognize the full value now, while getting their cash payments as quickly as possible.

OUR VALUES

For our firm to excel, we need to do two things extraordinarily well:

- Drive extraordinary client outcomes;
- Attract, develop and retain the best people in every role

Our high-performance culture is governed by five core values:

1. **Growth Mindset:** We are curious, hungry to learn more and constantly striving to find a better way. We are perceptive, self-aware and appreciate candid feedback. [See this video.](#)
2. **Rigour:** We are smart, focused, and persistent, pursuing excellence in everything we do. We take great pride in the professional quality of our work, applying deep insights and creativity to our problem solving to unleash value for clients and our firm.
3. **Initiative:** We are impact players who take ownership of a given situation and make things happen. We see the big picture and anticipate the next step to stay ahead.
4. **Trustworthiness:** We do the right thing. We are candid, ethical and act in our clients' best interest, even when it puts our fees at risk.
5. **Team Orientation:** We are collaborative, communicative, respectful, and empathetic. We offer and accept help, elevating the performance of those around us. We put Valitas' interests ahead of our own.

All members of our team make an explicit commitment to uphold these values.

ABOUT THE ROLE

Valitas is seeking one or two Investment Banking Analysts to support our firm's active mandates and firm-building activities for a fixed term ending December 31, 2021. For candidates who want to learn about M&A and corporate finance, this role offers far superior professional development to similar roles at most other firms:

- Exposure to and mentorship from the founder and other senior members of the firm;
- An entrepreneurial, transparent, high-performance culture that rewards excellence with rapid career advancement;
- Expert application of advanced tools and methods used by the leading global investment banks and private equity funds for clients;
- More client exposure for the junior team than typical investment banks.

ABOUT YOUR RESPONSIBILITIES

Those who join our team are expected to adjust to their roles very quickly and will be assigned independent projects early on, with guidance and mentorship from senior management. In this role, you will:

- Work on pitch books and live deals, gain hands-on transaction experience as you gain exposure to Valitas' mandate processes and tools;
- Research, build and maintain internal databases as necessary;
- Assist in preparing extensive written documents (e.g. confidential information memoranda, blog articles, white papers, infographics, etc.);
- Perform financial and strategic fit analysis for potential targets and bidders, including industry research;
- Build lists of acquisition targets and potential buyers;
- Perform financial modelling, including valuation work using various models (e.g. discounted cash flow analysis, comparable company analysis, precedent transaction analysis);
- Actively contribute to the firm's success by participating in regular firm-building discussions and brainstorming activities;
- Provide leverage to the partners and advisors of the firm in a challenging and high-performance environment.

Compensation: \$5,000/month

ABOUT THE SUCCESSFUL CANDIDATE

First and foremost, we are seeking team members who are aligned with our values. Valitas people are entrepreneurial, smart, humble, curious and drawn to challenges. The successful Analyst is articulate and precise in their written and oral communications and listens carefully to synthesize information quickly.

Other attributes essential to this role are:

- Proficient in Microsoft Excel, Word and meticulous with graphics in PowerPoint;
- Proven track record of high-performance in a fast-paced professional/academic setting;
- Ability to succeed in a work-from-home environment.

The qualifications, skills and requirements include:

- Academic excellence in completing a bachelor's degree in Finance, Business, Economics or a related technical discipline;
- Excellent analytical and financial modelling skills;
- An impact player who is diligent, tenacious, and can carry tasks independently to completion;
- Demonstrated interest in being part of an entrepreneurial culture is an asset;
- If you have excelled in multiple endeavors up to this point in your career and are seeking ever-greater challenges and elite professional development, we would like to hear from you.

APPLICATION INSTRUCTIONS

Application Deadline: June 21st, 2021

Applications should include a resume, cover letter, transcript and responses to the below questions in one PDF file.

Please submit responses to the following three questions and include them in the PDF file with the rest of your application package. Please keep each response to fewer than 300 words.

1. Why is Valitas the right fit for your professional ambitions?
2. Why are you the ideal candidate for this role?
3. What is something you are passionate about?

Please email your complete application package to join.us@valitascapital.com in one PDF file.

Applicants who do not follow instructions will not be considered.

