

Remote Investment Banking Analyst role - Investment Banking Execution & Research

Firm Profile

Blu Capital Partners (aka "Blu CP" or "BCP") is the only independent investment banking firm in Europe focused on the financial technology sector ('FinTech')

BCP provides tailored solutions for FinTech companies for complex strategic and financial matters. We provide compelling perspectives with shareholders' interest in mind to help you make critical strategic decisions with conviction. BCP works with FinTech CEOs for a diverse set of strategic C-level projects, such as mergers & acquisitions, capital raising and Board advisory.

We are differentiated from other advisory firms as we are specialized in FinTech, we offer our international perspective and engage in close relationships with our clients. The founder of BCP has international experience in one of the world's most renowned international private equity funds (The Carlyle Group, Rothschild Merchant Banking, Intermediate Capital Group). BCP works on transactions across Europe, including in Western and Eastern Europe.

In addition to the FinTech investment banking business, BCP's shareholder is interested to shape itself as a family office, where its related entities engage opportunistically in other activities such as: investment banking services outside FinTech, EU projects, as well as in direct investing in public and private companies, which sometimes implies operational involvement in addition to financial & analytical responsibilities. The analyst should participate in both the core investment banking services business, as well as developing related activities, which makes this a compelling, well-rounded role with a high learning curve for the analyst.

Job Description

BCP seeks an entrepreneurial and highly motivated investment banking analyst to join BCP starting preferably directly in a full-time role or in an internship, depending on experience. Based on performance, the internship is expected to convert into a full-time role after three (3) months. Starting date is immediate. The role would be based remotely (from home) while occasionally the analyst can be invited to client meetings, investor meetings, and others. A subscription to shared office spaces will be provided in case preference for working outside.

The Analyst/Intern will play a vital role in supporting all aspects of the firm's core investment banking business, as well as engage in the group's opportunistic activities hence contributing to building a structured family office. As an Analyst, your main role will be in supporting BCP for executing and sourcing corporate advisory mandates (Mergers & Acquisitions, Capital Raising, and Strategic Advisory) throughout the entire process, and up to successful closing.

This position is ideal for a junior professional with an initial finance experience who wants to take his/her career to the next level and become a top-notch investment banking / investment professional. Currently BCP is running a lean operation with no employees, working through project-based collaborations with external contractors. Hence, the analyst would be part of the key deal team for every engagement and will work directly with BCP's founder.

As part of the deal team, you will be involved in preparing the necessary memoranda and analysis and in discussions with the client(s), where appropriate. Responsibilities of the Analyst include:

Deal Execution

- Perform project-specific research
- Prepare target lists of potential investors/buyers
- Demonstrate a comprehensive understanding of the clients, their business and strategic goals
- Assist with drafting relevant materials (press reviews, Q&A) in preparation for meetings with corporate clients
- Prepare effective teasers, information memoranda and investor presentations to reach clients' goals
- Perform due diligence on behalf of investors relative to the target's business, its drivers and its key risks
- Create and maintain databases and data-rooms
- Analyze and present historical financial statements. Create financial models (3-statements, M&A, leveraged buyout)
- Form an independent opinion on the quality of cash flows and assets and the reliability of projections of a given company
- Demonstrate the capacity to work directly with clients and prospective clients

Research for Sourcing & Business Development

- Identify and analyze transaction opportunities in Mergers & Acquisitions, Capital Raising and Strategic Advisory and assist in developing a plan for advising companies on these matters
- Research, analyze and develop market intelligence materials to support BCP' pipeline of new projects
- Support high priority business development activities by identifying high growth companies and performing high level valuations and priority assessments
- Research significant M&A and private capital raising transactions and produce high quality / high visibility reports

- Work closely with BCP's founder on developing and implementing business development strategies and facilitate dialog with CEO/CFO/Board level contacts
- Research all aspects of FinTech companies and investment firms, including their portfolio companies and investment strategies
- Maintain proprietary database records and identify potential new business opportunities
- Gain subject matter expertise in the FinTech industry and develop high impact, client facing reports on investment trends and acquisitions in this space
- Learn and apply basic financial analysis concepts and skills
- Create and assist in the execution of marketing for deal announcements

Candidate Requirements

We seek to hire individuals who are equipped with the right finance and entrepreneurial skills and are motivated for a career in investment banking, and/or private equity. The requirements for successful candidates are:

Experience

- Ideally minimum 2 experience in any of the following: Investment and/or Corporate Banking, Private Equity, Strategic consulting, Transaction Services, Due Diligence, Audit, Accounting or other corporate advisory role.
- Initial exposure to valuation methodologies (Market Comparables, Discounted Cash Flow, Asset Valuation, etc.)
- (Ongoing) university degree preferably in corporate finance, accounting and/or a combination.
- Experience and comfort in delivering results while working remotely

Skills

- Analytical, logical and business diagnostic skills
- Committed, proactive and entrepreneurial
- Ability to communicate effectively in presentations and express complex strategies in an organized and articulate manner
- Effective time management skills in order to meet deadlines
- Collaborative and team-oriented with sound judgment and strong interpersonal skills
- Highly organized, detail-oriented, and structured. Able to deal with ambiguity
- Able to work long hours, against tight deadlines and under pressure
- Willingness to learn and develop

Competencies

- High-level in MS Office skills (Excel, PowerPoint and Word)
- Familiarity with financial/research databases
- Investment research and excel modeling
- Understanding of accounting and financial analysis, including IFRS and Romanian Accounting Standards (mapping capacity or willingness to learn is a must)
- Strong command of English and Romanian (writing and verbal).

What we offer you

- Full-time investment banking analyst role OR internship experience of up to 3 months with option to convert to analyst contract
- The role would be compensated in line with Romanian market practice for the respective level of experience. Full-time analysts have the opportunity to receive bonuses related to deal success
- Benefits: restaurant tickets, private healthcare subscription, gym subscription, shared office subscription, etc.
- Non-financial benefits such as mentoring, training materials, etc.
- Friendly and entrepreneurial working environment, encouraging a high level of responsibility starting day 1
- Work in a small team, offering exposure on the entire deal cycle (*as opposed to exposure on a few tasks in large firms*)
- Diverse opportunities for personal and professional development by working hands-on on challenging and diverse projects, including high-profile transactions for strategic investors, private equity funds, and entrepreneurial firms
- Training on financial modeling, creation of investment presentations and other investment banking activities
- Working directly with the founder of BCP, offering a unique opportunity to learn about international practices in M&A and private equity investments

If you are interested in this role, please send your CV, cover letter and preferred starting date to careers@blucp.com for the attention of Tudor Mafteianu. If selected to pursue, candidates will participate in a case study assessment including a pitching & modeling exercise.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, disability, sexual orientation, national origin or any other category protected by law.