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INVESTMENT BANKING ASSOCIATE

in Finance & Technology (Insurance & Capital Markets)

DESCRIPTION

Evolve Capital Partners ("Evolve") provides investment banking advisory to leading entrepreneurial businesses operating at the intersection of technology-enabled solutions and financial services. Our core coverage verticals include Insurance and Capital Markets.

We are currently seeking to recruit a full-time Investment Banking Associate to join our deal team in New York City. The Associate role provides an outstanding opportunity to work as part of a nimble deal team executing M&A and strategic advisory mandates across the Insurance and Capital Markets verticals.

Evolve offers a unique and collaborative work environment, where top performers are highly valued for initiative, creativity, maturity, and enthusiasm for learning. We provide an exceptional path for career growth, along with strong and competitive compensation.

BACKGROUND ON EVOLVE & THE OPPORTUNITY

Evolve

Evolve Capital Partners ("Evolve") is a growing investment bank focused exclusively on entrepreneurial businesses operating at the intersection of technology-enabled solutions and financial services. Our primary coverage verticals include Insurance and Capital Markets, where we advise technology-enabled service and software companies.

As an independent investment bank, Evolve advises on mergers and acquisitions, divestitures, capital raises, and financial restructurings. We dispense bespoke and mission-critical advice in a creative environment generating optimal outcomes. Our clients are leading entrepreneurial-run firms who turn to Evolve for strategic advisory. Furthermore, we support the ecosystem with exclusive research and valuable industry insights through our publications.

With over 50 engagements executed by its leaders, Evolve has served as a proud partner, bringing valuable advisory to both investors and emerging companies. We are based in New York, NY and the Evolve brand was established in 2017.

Why the Evolve Opportunity?

Evolve is a growing platform that presents a unique opportunity for a driven and entrepreneurial individual to build out their coverage and contribute to transactions. The career advancement is significant from being an early member of our close-knit and growing team.

Our environment is flat and non-bureaucratic, allowing for efficient decision-making to generate optimal outcomes (financially and personally) for both our clients and us. We provide a superb career path, in addition to strong and competitive compensation. We fully encourage the use of technology, including AI-powered tools, in our day-to-day work environment.

ROLE SPECIFICS

The Investment Banking Associate will work closely with senior bankers to drive the execution of sell-side and buy-side transactions across our coverage verticals. The Associate will play a central role in preparing transaction materials, conducting financial analysis, and supporting due diligence

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processes. Associates will gain direct client exposure and are expected to contribute meaningfully to live deal processes from day one.

The Associate will also have exposure to business development efforts, including preparing pitch materials and participating in client meetings. The ideal candidate will have relevant M&A experience with tech-enabled services or software firms.

Our environment is collaborative, demanding, fast-paced, and highly entrepreneurial.

PRIMARY RESPONSIBILITIES

- Execute sell-side and buy-side M&A processes, including preparation of confidential information memoranda, management presentations, and buyer/investor outreach materials.
- Build and maintain detailed financial models, including valuation analyses (DCF, comparable companies, precedent transactions).
- Conduct comprehensive industry and company research to support transaction marketing and due diligence.
- Manage due diligence workflows and coordinate data room processes.
- Prepare and contribute to the delivery of pitch decks, market reports, and other business development materials.
- Interface with clients, prospective buyers, and investors in a highly professional manner.
- Support senior bankers in identifying and evaluating new business opportunities.
- Leverage AI-powered tools and technology platforms to drive efficiency in deal execution and research.
- Assist with ad-hoc tasks and projects as needed.

QUALIFICATIONS

- 3 to 5 years of investment banking, M&A advisory, or equivalent financial advisory experience.
- MBA or other relevant graduate degree is highly desirable but not required.
- Excellent technical proficiency across all aspects of financial analysis and modeling.
- Strong quantitative and analytical skills with an extremely high level of attention to detail.
- Distinguished written, oral, and communication skills.
- Highly motivated self-starter with the ability to learn and work in a fast-paced, entrepreneurial environment.
- Experience with tech-enabled services or software firms is strongly preferred.
- Proficiency with financial data platforms (e.g., Capital IQ, PitchBook) and productivity tools (e.g., Salesforce, Microsoft 365).
- Familiarity with AI tools (e.g., Claude, ChatGPT) and a willingness to integrate technology into daily workflows.
- International candidates with proper work authorization by start date will be considered.

COMPENSATION & BENEFITS

We offer strong and competitive compensation. Standard benefits include:

- 401K participation with profit-sharing
- Health insurance
- Paid time off

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Interested candidates should send a resume to recruiting@evolve-capital.com and include the job title in the subject line. Also, attach an informal cover letter describing your background and why you are a fit for the role. Limit the cover letter to no more than a few paragraphs.

International candidates are considered, and visa sponsorship is available for the right candidate.

All candidates will be subject to passing criminal and background checks.

Evolve Capital Partners Inc. is committed to providing equal opportunities in employment. We will not discriminate between applications for reason of gender, race, religion, color, nationality, ethnic origin, sexual orientation, marital status, age, employment status, veteran status, or disability.