



INVESTMENT BANKING DIRECTOR IN FINANCE & TECHNOLOGY (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, Capital Markets, and Lending.

We are currently seeking an experienced Investment Banking Director to grow and drive the Capital Markets vertical coverage.

The Director role provides an unparalleled opportunity to work as part of a nimble deal team on executing M&A and strategic advisory mandates and buildout your coverage initiatives in the Capital Markets space.

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

BACKGROUND ON EVOLVE & THE OPPORTUNITY

Evolve

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, Capital Markets, and Lending, where we advise technology-enabled service and software companies.

As an independent investment bank, Evolve only 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 35 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. Moreover, the career advancement is significant from being an early member of our close-knit & growing team.

Evolve provides the foundational tools for a motivated Investment Banking Director to confidently take on new client mandates and successfully buildout their coverage to drive growth. 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. Lastly, we fully encourage the use of technology in a flexible work environment.

ROLE SPECIFICS

The Investment Banking Director will lead transactions and drive business development activities. The Director will be intimately involved in building relationships with clients and opportunities in their core coverage verticals. The candidate will have relevant experience executing transactions in the middle market with tech-enabled services or software firms.

Primary responsibilities include generating new business for the firm, managing client engagements, closing transactions, and mentoring junior banking team members.

PRIMARY RESPONSIBILITIES

- Help lead transaction processes for sell-side and buy-side transactions: client sourcing, marketing, due diligence, negotiation, documentation, and closing.
- Pursue business development opportunities from numerous angles. Buildout and help lead aspects of our new deal flow and originate new client engagements.
- Develop client networks, establish and maintain a pipeline, and support efforts in developing and executing sales and marketing strategies.
- Lead new business development presentations for transactions on the sell-side and buy-side.
- Contribute to our buy-side mandates for our strategic and private equity accounts.
- Recruit, train and manage junior investment banking staff.
- Conduct research and write articles to demonstrate sector and practice expertise.
- Oversee project management of internal and client-facing deliverables.
- Generate actionable items for deal execution or business development matters in a timely manner when requested by our leadership.

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

QUALIFICATIONS

The ideal candidate will have at least 7 to 10 years of investment banking or financial advisory experience and possess the following:

- Proven transaction experience with tech-enabled services or software firms, ideally in at least one of our verticals.
- Highly motivated, self-starter with the ability to learn and work in a fast-paced, challenging environment.
- Capable of balancing and managing multiple priorities simultaneously in a highly organized manner.
- Proven ability to converse and gel with potential new clients and lead client meetings.
- Desire to build a rich network and proven history of developing strong and influential client relationships.
- Strong financial acumen and ability to structure complex M&A and capital raise transactions.
- Keen negotiation skills and entrepreneurial acumen.
- Highly effective writing skills to support the creation and delivery of presentations to prospective client management teams, as well as potential investors and buyers.
- Experience in managing and mentoring junior bankers.
- Desire to join a rapidly growing, entrepreneurial platform.
- Exposure to cloud and data resources used at financial service firms (e.g., Salesforce, PitchBook, etc.).

COMPENSATION & BENEFITS

We offer strong and competitive compensation. Standard benefits include:

- 401K participation with profit-sharing
- Health insurance
- Paid time off
- Semi-flexible work location

Interested candidates should send a resume to Director22@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 Director role. Limit the cover letter to no more than a few paragraphs.

All candidates will be subject to passing criminal and background checks. Relocation assistance is available for qualified candidates.

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.