



<https://intscanada.com/job/corporate-development-ventures-associate-remote/>

Corporate Development & Ventures Associate – Remote

Hiring organization
INTS Consulting

Date posted
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Description

Role Description The Associate of Corporate Development will partner closely across engineering, product management, sales, and business operations to identify strategic growth areas and develop M&A priorities for the company. This role is expected to contribute to all aspects of the corporate development process: market research, sourcing, financial modeling, due diligence, deal negotiation, post-deal integration execution, and tracking of deal KPIs. In addition, the Associate will also assist with sourcing and maintaining of Dropbox s AI venture investment initiative (<https://www.dropbox.com/ventures>).

Responsibilities You will run build/buy/partner analyses for teams across the organization You will track market developments and form relationships with acquisition targets in strategic areas You will cultivate key relationships with key constituents in the broader ecosystem (i.e. venture investors, angel investors, investment bankers, other strategics, etc.) You will conduct comprehensive industry landscape analysis to identify trends and acquisition targets; present findings to senior management You will assist with driving the end-to-end execution of mergers & acquisitions and venture investments You will build/own the financial models for M&A and investment related activities You will help lead cross-functional teams in due diligence, financial analysis and help internal stakeholders assess/mitigate risk, as well as align on key assumptions that drive the business plan You will help identify key value drivers of the acquisition and flag metrics to be tracked post deal You will assist with post-acquisition integration activities as needed You will help manage venture investment activities which includes sourcing, deal execution, and portfolio management

Requirements 2-3 years of experience in corporate development at a tech company, a leading investment bank, or private equity firm Excellent financial modeling skills – Ability to build out P&L and Cash Flow statements and drive valuation via a Discounted Cash Flow (DCF) analysis. Candidate should also have a basic understanding of what type of synergies are available to a strategic acquirer, and help apply a rationale for calculating these A deep understanding of the SaaS business models, market and industry trends affecting the collaboration and productivity sector An understanding of the venture capital market and grasp of typical terms associated with early stage financings