



Job Title: Investment Banking Analyst/Associate
Department: Consulting – Capital Markets Group
Reports to: Partner, Capital Markets Group
Level: Full Time, Exempt
Location: Louisville, Cincinnati or Lexington
Last updated: February 2022

MCM Capital Markets Group (“CMG”) is a middle market investment bank and M&A advisory firm providing sell-side, buy-side, and capital raising services. M&A service offerings focused on non-institutionally funded, privately held companies looking to acquire, raise capital, or transition minority / majority ownership in their company. CMG is a subsidiary of MCM CPAs & Advisors (MCM), a large regional accounting firm providing clients with a full lifecycle of professional service offerings. MCM employs approximately 400 Partners and associates within six locations across Kentucky, Indiana, and Ohio.

Summary of Responsibilities: The Investment Banking Analyst/Associate will support the leading Partner of the Capital Markets Group with all deal related activities. The Analyst/Associate will be responsible for supporting the business development and deal execution process from start to end. Responsibilities include, but are not limited to:

- Creation of presentation materials in support of new business development activities
- Extensive market research on key industries, regional business activities, capital markets, and macro markets leveraging available data sources (Capital IQ, BVResources, etc.)
- Managing new and ongoing client relationships throughout the M&A process
- Preparation of financial models including projection, sensitivity analysis, valuation, working capital, and cash flow models
- Understanding and synthesizing client operations into marketing materials supporting sell-side M&A processes
- Analysis of client businesses or target businesses, identifying key operational, financial, and risk characteristics that affect valuation
- Development of investor and target company lists
- Conducting outreach to prospective investors / target companies
- Managing due diligence requests through a virtual data room
- Participation in regional and nationwide industry events
- Ad hoc analysis as needed

Education, Experience, and Skills:

- 3+ years M&A experience
- Bachelor’s degree in accounting, finance, economics or business management; MBA preferred
- Expertise in Microsoft word, excel, and power point required
- Experience in reviewing, understanding, modeling, and projecting financial statements
- Competency in operational data analysis
- Business development experience to supporting development of prospective investor / target lists and to initiate initial contact
- Achieved, or eligible to achieve SIE, Series 63, and 79 FINRA licensing
- Excellent verbal, written, and presentation skills
- Excellent analytical, research, organizational and project management skills



Expectations:

- Must be highly organized, detail oriented and proactive
- Knowledge of capital markets
- Collaborative and cooperative, team oriented
- Take ownership of assigned processes and responsibilities
- Able to work independently
- Results focused with strong performance culture
- Work personal/professional development plan
- Must have flexibility with work schedule
- Must have the ability to travel as needed, predominantly within our markets

Location:

Cincinnati, Louisville or Lexington

Working Conditions:

- Minimal hazards.
- General office working conditions.
- Occasional heavy lifting.
- Periodic evening and/or weekend work.

The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this job. It is not intended to be an exhaustive list of all duties and responsibilities required of individuals in this job. Other duties may be assigned as determined by management. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential duties and responsibilities of this job.

We are committed to providing equal employment opportunities to all employees and applicants without regard to race, ethnicity, religion, color, sex (including childbirth, nursing and related medical conditions), gender, gender identity or expression, sexual orientation, national origin, ancestry, citizenship status, uniform service member and veteran status, marital status, pregnancy, age, protected medical condition, genetic information, disability, or any other protected status in accordance with all applicable federal, state and local laws.

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