



PR/122685 | M&A Consultant

## Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1516282

**Industry**

Business Consulting

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

January 21st, 2025 10:29

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

Our client, a Japanese M&A company, is looking for a person to be their representative to expand their portfolio as well as team in Indonesia

### Key Responsibilities:

- **Business Development:**

- Identify and cultivate relationships with potential Indonesian target companies across various sectors.
- Develop and implement a strategic business development plan to penetrate the Indonesian market.
- Build and maintain strong relationships with key stakeholders in the Indonesian business community, including industry associations, professional organizations, and government agencies.
- Represent the company at industry events, conferences, and networking functions.

- **M&A Transaction Execution:**

- Lead the end-to-end M&A process, including deal sourcing, valuation, due diligence, negotiation, and closing.
- Prepare comprehensive investment memorandums, financial models, and presentations for clients and investors.
- Advise clients on strategic alternatives, valuation methodologies, and deal structuring.
- Manage and coordinate due diligence processes, including financial, legal, and commercial due diligence.
- Negotiate and draft key transaction documents, such as term sheets, NDAs, and definitive agreements.

- **Team Building & Management:**

- Recruit, train, and mentor junior team members.
- Build and lead a high-performing team of M&A professionals in Indonesia.
- Foster a collaborative and results-oriented team culture.

Qualification:

- Bachelor's degree in Finance, Economics, Business, or a related field from a reputable university.
- MBA or relevant professional qualification (e.g., CFA) is preferred.
- Minimum 7-10 years of experience in M&A advisory, investment banking, or a related field.
- Demonstrated track record of successful M&A transaction execution, including deal sourcing, valuation, due diligence, and closing.
- Strong understanding of the Indonesian market, including key industries, economic trends, and regulatory environment.
- In-depth knowledge of M&A best practices, valuation methodologies, and financial modeling.
- Excellent business development and networking skills with the ability to build and maintain strong client relationships.
- Proven ability to identify and pursue new business opportunities in a competitive market.
- Excellent written and verbal communication skills in both English and Indonesian.
- Strong interpersonal and presentation skills with the ability to effectively communicate complex information to clients and colleagues.

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Company Description