



POSITION:

Position Title: Corporate Development Associate
Department: Affiliate Management
Reports To (Functional Title): Vice President, Corporate Development
Date: Summer 2019

PURPOSE/FUNCTION:

The Associate will focus primarily on research and analytical support in identifying and evaluating potential acquisition opportunities and similar corporate development activities across BrightSphere Investment Group (BSIG). Core responsibilities include financial modeling and valuation analysis, industry and company research, financial and operational due diligence, and other transaction execution support. BSIG is a diversified, multi-boutique investment manager with \$220 billion in assets under management as of March 31, 2019. Our business model combines the investment talent, entrepreneurialism and creativity of leading asset management boutiques with the resources and capabilities of a global firm.

We seek to generate growth through partnerships with additional investment boutiques and teams that can provide products and services to a global client base, enhance our growth potential and diversify our earnings.

PRIMARY DUTIES AND RESPONSIBILITIES:

1. Support all corporate development and transaction-related activities within BSIG. Effectively utilize and analyze market and industry research and competitive intelligence to evaluate transaction opportunities. The transaction process includes target research and evaluation, development of financial projections and valuation models, ad hoc research and analysis, development of investment memoranda used to underwrite new acquisitions, and preparation of internal and external presentations.
2. Play a key role in managing the transaction execution process. This includes transaction structure development and related financial analysis, term sheet drafting, reviewing transactional documents and participating in the due diligence process. The execution process includes close interaction with the various functional groups across BSIG, including Finance, Legal, Tax, Human Resources and Operations, and clear communication to BSIG leadership.
3. Participate in meetings with consultants, investment bankers and potential transaction targets. Assist in the preparation of presentation materials to aid BSIG's strategy. Maintain, and continually improve, BSIG's transaction database.



EDUCATIONAL REQUIREMENTS:

- | | |
|---|--|
| <input type="checkbox"/> High School Diploma or GED | <input type="checkbox"/> Masters Degree Preferred |
| <input type="checkbox"/> Associate or Technical Degree: | <input type="checkbox"/> Doctorate: Degree |
| <input checked="" type="checkbox"/> Bachelor Degree: | <input checked="" type="checkbox"/> Certificate/License: CFA or MBA Preferred but not required |

PRIOR WORK EXPERIENCE REQUIRED:

Banking Experience required – Analyst or Associate with at least 2 years of experience

- | | |
|--|---|
| <input type="checkbox"/> Less than 1 Year | <input type="checkbox"/> 5 to 8 Years |
| <input type="checkbox"/> 1 to 2 Years | <input type="checkbox"/> 8 to 10 Years |
| <input checked="" type="checkbox"/> 2 to 5 Years | <input type="checkbox"/> 10 Years or More |

NECESSARY SKILL SET:

1. Detail-orientation with strong financial modeling skills and analytical capabilities. Advanced knowledge of Microsoft Excel, Word and PowerPoint.
2. Investment banking experience of 2-3 years strongly preferred. Financial services or asset management industry focus a plus.
3. An exceptional standard of quality: this involves attention to detail, organization, thoughtful analysis and associated modeling design, problem-solving, and accountability for excellent results.
4. Excellent people skills with an emphasis on careful listening, relationship building and strong written and oral communications. Ability to effectively communicate with all levels of BSIG management.
5. Excellent business judgment, maturity and sensitivity.
6. Natural curiosity and drive to execute projects independently; an entrepreneurial spirit to continually improve the transaction process.
7. CFA or MBA a plus.