



WE ARE LOOKING FOR A RELATIONSHIP MANAGER & SPECIAL ASSIGNMENT

EMPLOYMENT TYPE:

Full-time

INDUSTRY:

Management consulting

LOCATION:

Jing'An district, Shanghai

CONTACT INFORMATION FOR APPLICATION:

sophieqiu@fintechnologies.com

OUR COMPANY:

Financial Technologies SA (Shanghai) Holding is a Company held by Financial Technologies SA, Switzerland, the leading independent M&A firm in Switzerland and the sole with a direct presence in China.

Financial Technologies acts as a Global Coordinator in Mergers & Acquisitions, managing all technical aspects during the whole planning and execution timeline, up to the deal closing. Extraordinary Corporate Transactions are nowadays realized through a variable mix of equity and debt instruments, and ruled by defined mechanisms concerning Participation and Governance. Our business model is focused on customized construction of such mechanisms: we make Entrepreneurs and Investors define adequate transaction models.

At Financial Technologies SA we approach business opportunities in unconventional ways, bringing Entrepreneurs and Investors together around the same table, in a direct but confidential manner. Thanks to our vast experience in business governance issues and our negotiation expertise we actively contribute in establishing distinctive relationships between our Clients and their Counterparts.

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YOUR GENERAL TASKS AND RESPONSIBILITIES:

- Manage the relationships with Clients and Counterparts (industrial, financial and institutional subjects), under supervision of Managing Director based in Shanghai office
- Create new connections with client and Investors (industrial and financial counterparts)
- Produce internal reports, especially for what concerns those activities shared with FT Swiss Headquarters
- Provide analytical support during the overall execution of Advisory Mandates

YOUR SPECIFIC TASKS AND RESPONSIBILITIES IN RELATION TO EACH OPERATIONAL PHASE:

- Identify potential Counterparts and establish a relationship with them for presenting specific investment opportunities
- Carry out specific researches to identify Investors for the project lead by FT
- Create connections with such new Investor to bring forward project lead by FT for its clients
- Create new connection with Chinese Enterprise to promote and sale FT services
- Provide technical support from both analytical and contractual perspective (e.g. defend Client's position in terms of transaction Values, understand the negotiation from a numerical perspective, cooperate in the agreement drafting)
- Collect qualitative information from Clients for realizing specialized documents, such as blind teasers and Executive Summaries, to the purpose of presenting investment opportunities to potential Counterparts
- Provide assistance during Due Diligence process and transaction Closing

REQUESTED SKILLS AND QUALIFICATIONS:

- **Strong relationship capacity**
- Minimum one or two years' experience in business services companies or related.
- Master degree in finance or business or commercial, economics or related is a must
- Chinese mother tongue, with English proficiency level
- Strong oral and written communication skills