

## **Keystone Global - Director Position**

### **Company Description**

Keystone Global is a boutique, women-and-minority-owned consulting and financial advisory firm focused in the infrastructure, construction and technology industries. We are proud to provide clients with highly tailored investment banking and strategic consulting services. Keystone Global is built on a strong work ethic and has a mission to deliver innovative solutions to our clients to ensure long-term success.

### **Job Description**

Keystone Global is looking to hire a Director to join the team full-time. This person will be tasked with leading and growing the mergers and acquisitions group at the firm with additional focus on corporate mandates including capital raising, market studies, corporate transactions, strategic growth mandates and more. The Director will concentrate on strengthening relationships with existing clients, investors, and others, while creating relationships with new important partners. This driven leader will work on existing engagements with the team and will also focus on bringing in new opportunities to the firm.

The position will include working on M&A engagements, strategic planning for clients and assisting with growing our pipeline of prospects. In addition, this role will also include working with analysts to conduct due diligence for clients, assisting with debt and equity raise, working on financial valuations and preparing materials including management and lender presentations, confidential information memoranda and other key deliverables.

The Director will be a major contributor to the investment banking and consulting divisions of Keystone Global, including potential to assist with management of analysts and associates within the division. This position will also include the analysis and review of potentially expanding into new focus areas, such as succession planning or corporate transactions. This individual is a highly motivated team player who is eager to be part of a collaborative group to develop creative solutions for our clients.

### **Responsibilities**

- Develop new M&A and strategic opportunities for the firm
- Advise clients throughout transaction process as it relates to valuation, LOI Negotiations, due diligence, and closing support (whether sell/buy side engagements, corporate or project finance):
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- Depending on opportunities, this role may include working with clients to develop actionable succession plans (exit through strategic buyer, management buy-out, ESOP or change of control)
- Develop strong report with lenders, including private investors and larger banks both for capital raise initiatives and project finance opportunities.
- Work with the team to develop research and strategic consulting reports considering client deliverable requirements (i.e. target co research and/or state/US specific economic or project specific market data)
- Strategic Focus for growth initiatives of the M&A team and cross sell with other business lines
- Work with analysts/associates and others to maintain buyer/seller list and pipeline to keep action items in focus

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### Qualifications

#### ***Minimum Requirements***

- 10 – 20 years of work experience in the infrastructure, construction or finance industries
- Strong quantitative skills including valuation modeling and negotiation of M&A deal structures:
- Entrepreneurial mindset and strong work ethic
- Proficient in MS Office (Excel, Word, PowerPoint and Outlook)
- Excellent written and verbal communication skills
- Strong interpersonal skills, high personal integrity and ability to multi-task
- Ability to lead and train a team of analysts
- Series 79 and 63 licenses

#### ***Desired Experience/Skills***

- Major and background in finance
- Experience in construction
- Series 24 or to take Series 24 within six months of hire

### Logistics

- **Work Location** Jericho, NY or Los Angeles, CA \*\*Keystone is an in-person workplace. Limited hybrid flexibility may be considered on a case- by-case basis \*\*
- **To learn more, please visit the following:**
  - **Website** <https://www.keystoneglobalholdings.com/>
  - **LinkedIn** <https://www.linkedin.com/company/3246892/>

Description Disclaimer: The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or physical requirements. Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

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