



**Title:** M&A Investment Analyst - India

**Role:** Business Development for the Mergers & Acquisitions Team

### **Vela Software**

- Do you want to become part of the leadership team of a portfolio at the Constellation Software group of companies (TSX: CSU.TO), one of the most successful and acquisitive software businesses in the world?

### **THE PERSON**

- You are a driven and results-oriented top performer, have great analytical skills, investment experience, have an attention for detail, and are willing to work variable hours in an autonomous environment. You have an interest in building a career in M&A, and have strong communication skills and excel at developing relationships. You are proactive, persistent, intelligent, and efficient. You are a collaborative individual, who can work effectively with a high-energy team.
- Must be fluent in English; both spoken and written. Additional languages will be an advantage.
- Will be based in India

### **THE POSITION**

As a key member of our M&A team, you will drive our investment activities by sourcing and analysing acquisitions of vertical-market software companies:

- Assisting the division to achieve capital deployment targets;
- Market share / market sizing
- Evaluating the quality of prospective vertical-market software acquisitions;
- Gather, analyse and present target company financial and operational information, form investment theses, and build detailed valuation models to determine price and structure of potential offers;
- Engage shareholders and financial advisors in a meaningful dialogue and maintaining the highest level of confidentiality and integrity with internal and external stakeholders
- Assisting with drafting and negotiating non-binding offers and letters of intent;
- Assisting in financial and operational due diligence, and project managing due diligence activities of cross functional teams, including specialists in human resources, research and development, tax and legal departments;
- Assisting the preparation of investment memorandums, discussing the investment rationale and strategy for the business post-closing; and

### **THE QUALIFICATIONS**

- 2 to 4 years of experience in investment banking, accounting, venture capital, private equity, corporate development, management consulting, or other relevant fast-paced and analytically driven investment role. Experience in the software space will be an advantage.
- Distinguished academic performance with an undergraduate degree in business (MBA, CA, CPA or CFA is considered an asset but not required)
- Strong Excel skills, proficient in building complex models and demonstrated skills in decision making and problem solving
- Strong Word and PowerPoint skills
- Strong interpersonal and communication skills
- Proven research, analytical, and financial modeling skills



- Flexibility, adaptability persona with ability to multi-task and work in a fast-paced environment with firm deadlines
- Meticulous attention to detail
- Team player who enjoys a high-performance culture
- Willing and able to travel internationally
- Advanced verbal and written communication skills with the confidence and polish to speak with Senior Executives, prospects, lawyers, accountants and investment bankers
- Strong time management skills and ability to work on several acquisitions and opportunities simultaneously;
- Identify vertical market software businesses that meet our strategic criteria and investment thesis;

#### **APPLY**

- Please send your CV/resume to Clive Mechanic at [cmechanic@velasoftwaregroup.com](mailto:cmechanic@velasoftwaregroup.com)