



**Talentstone**



## **THE CLIENT**

Our client is a **leading multinational financial institution** with a globally diversified platform spanning investment banking, corporate finance advisory, debt and equity capital markets, leveraged finance, and financial restructuring. With offices across North America, Europe, Asia-Pacific, the Middle East, and Africa, the firm has established itself as a premier advisory and financing partner to corporations, sovereign entities, financial sponsors, and institutional investors operating in both developed and emerging markets. The institution is consistently ranked among the top-tier global banks and advisory firms across league table rankings in M&A, ECM, DCM, and leveraged finance.

Underpinned by world-class talent, a culture of excellence, and deep sector expertise, the firm delivers sophisticated, bespoke financial solutions across the full transaction lifecycle — from strategic origination and structuring through to execution and post-deal support. Its ability to seamlessly connect global capital with sector-specific opportunities has made it the partner of choice for multinational corporations and financial sponsors executing transformative transactions across borders.

## **BACKGROUND**

As part of a strategic drive to reinforce its global coverage platform and deepen its presence across high-growth sectors, the firm is selectively expanding its senior investment banking ranks across its North American and European franchises. The institution is seeking to appoint a cohort of highly accomplished, commercially astute, and deeply networked investment banking professionals across the Vice President, Director, and Managing Director levels.

The targeted sectors reflect the firm's conviction in the most dynamic areas of the global economy: **Technology, Media & Telecoms (TMT); Infrastructure & Project Finance; Renewable Energy & Power; Consumer & Retail; Financial Institutions Group (FIG); Industrial Products & Manufacturing; and Healthcare & Pharmaceuticals**. Talentstone Search has been exclusively retained to identify and attract the most exceptional talent for these mandates.

## **ROLE PROFILE**

Senior Investment Banking professionals at the Vice President, Director, and Managing Director levels will serve as the primary drivers of deal origination, client coverage, transaction execution, and team leadership within their respective sector verticals. At the VP and Director levels, the focus is on deep analytical and executional excellence with increasing client-facing responsibility. At the Managing Director level, the mandate is to



lead client relationships, drive revenue generation, and represent the institution at the most senior levels of corporate and sponsor dialogue.

<b>Department</b>	Investment Banking – Sector Coverage
<b>Job Titles</b>	Vice President (VP)   Director   Managing Director (MD)
<b>Reports to</b>	Managing Director Sector Coverage / Head of Sector Coverage
<b>Locations</b>	New York, NY   Los Angeles, CA   Boston, MA   Chicago, IL   London, UK
<b>Compensation</b>	Base Salary: \$250,000 – \$500,000 Total Comp: \$500,000 – \$1,800,000+ (Base + Bonus + Incentives) Attractive Employer Benefits

## **JOB DESCRIPTION**

The successful candidates will join one of the firm's high-performing sector coverage groups, taking ownership of client relationships, deal structuring, and transaction execution across M&A advisory, equity and debt capital markets, leveraged buyouts, project finance, and strategic advisory assignments. These are rare opportunities for investment bankers who combine intellectual rigour, commercial instinct, and relationship depth to operate at the highest levels of global finance.

## **PRINCIPAL RESPONSIBILITIES**

### **1. Deal Origination & Client Coverage**

Senior bankers at the Director and MD level will be expected to lead proactive business development within their sector vertical, building and maintaining deep relationships with C-suite executives, CFOs, Boards, and financial sponsors to generate a consistent pipeline of advisory and financing mandates.

Key responsibilities include:

- i. Developing and sustaining senior-level client relationships across targeted sector verticals.
- ii. Identifying and converting new mandates through proactive market and client engagement.
- iii. Leading pitches, presentations, and strategic dialogue with prospective and existing clients.
- iv. Representing the firm at industry conferences, roadshows, and high-level forums.
- v. Serving as the primary point of accountability for client satisfaction and retention.



## **2. Transaction Structuring & Execution**

Across all levels, candidates will lead or support the structuring, negotiation, and execution of complex cross-border transactions, including M&A, LBOs, IPOs, follow-on equity offerings, bond issuances, project finance structures, and restructurings.

Key responsibilities include:

- i. Overseeing all aspects of transaction execution from mandate win to close.
- ii. Coordinating legal, financial, and regulatory workstreams across multi-jurisdictional deals.
- iii. Structuring financing solutions tailored to client objectives and market conditions.
- iv. Managing and mentoring junior bankers across the deal team.
- v. Producing high-quality client materials including information memoranda, pitch books, and board presentations.
- vi. Liaising with internal product groups (ECM, DCM, Leveraged Finance, Risk) to deliver integrated solutions.

## **3. Sector Expertise & Market Intelligence**

Candidates will be expected to maintain an authoritative understanding of their sector's competitive dynamics, regulatory environment, valuation frameworks, and transaction precedents.

Key responsibilities include:

- i. Tracking sector M&A trends, capital market activity, and regulatory developments.
- ii. Producing proprietary sector research and investment theses for internal and client use.
- iii. Benchmarking comparable transactions and developing differentiated advisory perspectives.
- iv. Engaging with industry experts, consultants, and data providers to sharpen sector insight.

## **4. Leadership & Team Development**

At all levels, candidates will contribute to a culture of excellence, continuous learning, and collaborative execution within their coverage group.

Key responsibilities include:

- i. Mentoring and developing analysts & associates as well as experienced professionals (vice presidents & directors (Managing Directors) through active deal involvement.



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- ii. Setting and maintaining high standards of analytical quality and client deliverables.
- iii. Contributing to recruitment, training, and the broader talent agenda of the banking franchise.
- iv. Promoting diversity, inclusion, and ethical conduct across the team.

### CANDIDATE SPECIFICATIONS

#### Minimum Qualifications and Requirements

##### Education

- Bachelor's degree from a leading university in Finance, Economics, Business, Engineering, or a related quantitative discipline.
- MBA / Master's Degree from a top-tier business school is strongly preferred.
- US based candidates only - Series 7 and Series 79 or willingness to take and pass exam within 6 months.

##### Experience

- **Vice President:** Minimum 5–8 years of investment banking experience at a bulge bracket, elite boutique, or top-tier regional bank.
- **Director:** Minimum 8–12 years of progressive investment banking experience with a demonstrated track record of leading deals.
- **Managing Director:** Minimum 12–15+ years of experience, with an established client book and revenue generation track record.
- Sector coverage experience in one or more of: **TMT, Infrastructure & Project Finance, Renewable Energy & Power, Consumer & Retail, FIG, Industrial Products & Manufacturing, or Healthcare & Pharmaceuticals.**
- Demonstrated transaction leadership across M&A, ECM, DCM, leveraged finance, or project finance.
- Experience working on cross-border transactions across North American, European, or global markets.
- Strong academic pedigree combined with training at a recognised financial institution.



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### Capabilities

- **Origination & Revenue Leadership:** Demonstrable ability to win mandates and drive revenue growth within a sector coverage vertical, with established relationships at CFO, CEO, and Board level.
- **Transaction Excellence:** Deep executional expertise across the full M&A and capital markets transaction lifecycle, including structuring, due diligence, negotiation, documentation, and closing.
- **Sector Depth & Market Acumen:** Authoritative understanding of sector-specific valuation methodologies, competitive dynamics, regulatory frameworks, and capital flows across the targeted verticals.
- **Stakeholder Management & Communication:** Outstanding written and verbal communication skills, with the gravitas to engage effectively at Board and C-suite level and manage complex multi-stakeholder processes.
- **Leadership & People Development:** Proven ability to inspire and develop high-performing teams, fostering a culture of analytical rigour, commercial creativity, and ethical conduct.
- **Global Mindset:** Comfort operating across multiple jurisdictions, time zones, and cultural contexts, with an understanding of international capital markets and cross-border transaction dynamics.

### Others

- Only candidates who authorized to work in the location where the position is based without requiring employer sponsorship now or in the future will be considered.

### EXPRESSION OF INTEREST

To express interest in this position, please visit our website and complete the online expression of interest form. Please visit our [website](#) and complete this [form](#)

### CONTACTS

**Rachel Fitton (Principal)**

[research@talentstonefinance.com](mailto:research@talentstonefinance.com)

**Adesola Rhodes**

[research@talentstonefinance.com](mailto:research@talentstonefinance.com)