



UK REAL ESTATE

YOUR PARTNER, DELIVERING REMARKABLE REAL ESTATE PERFORMANCE



APAM

DEAL SUPPORT FINANCE MANAGER

COMPANY: APAM Ltd

LOCATION: London

REPORTS TO: Directors

TYPE OF VACANCY: Permanent

TIME/PART TIME: Full Time

BUILD A CAREER WITH APAM – CONNECT, GROW AND CREATE VALUE

ABOUT US

APAM delivers tailored solutions that drive remarkable real estate outcomes for our partners. Our fully integrated team of 60, based in London, Manchester and Dublin, provides services for every stage of the real estate cycle, across a diverse range of sectors.

Over the last decade, we have delivered successful real estate outcomes on £4B worth of real estate across the UK and Ireland, working with global institutional and private investors, private equity groups, local authorities and stakeholders, including lending banks, special servicers and other debt providers.

ABOUT YOU

You're energetic and collaborative, someone who does not accept things as they are 'supposed to be', or 'have been' done. APAM is an original. We are market leaders and not followers. Together, we'll create innovative solutions aligned with our clients' objectives and needs.

You have substantial experience gained in M&A/Corporate Structuring and related activities. You are confident in structuring and leading on a wide variety of transactions in a fast paced environment.

You possess strong communication, analytical, and presentation skills, understand the various commercial, financial, tax, and operational dynamics of the real estate sector and are capable of working in a challenging and autonomous environment. You display the emotional intelligence and empathy required to work within an entrepreneurial business and can take a long-term view in developing business relationships.

WHY APAM?

- Challenging and interesting work
- Dynamic environment where individuals can make an immediate impact
- Personal development and training opportunities
- Friendly, professional, and collaborative work environment
- Part of the Catella Group – network extends across Europe and Hong Kong
- WorkWell programme (wellbeing, charitable and engagement initiatives)
- Reward and Recognition Programme
- Fosters diversity and inclusion
- ESG framework and Responsible Investment process

ABOUT THE ROLE

Based in London, you will play an important role in our integrated multi-disciplinary team providing business stakeholders with high quality advice, co-ordinating deal reviews, transaction delivery and ongoing liaison and oversight across our clients and assets. The role is an integral role in business development and will provide the collaborative link among the finance, portfolio management, risk compliance, and investment functions.

Working with the wider team, you will support business development through deal execution negotiation, validation, and execution and will play a pivotal role in building and managing relationships with business stakeholders, clients and third-party advisors (e.g. lawyers, company secretarial, and tax advisors). You will co-ordinate the set up and onboarding for clients, specifically structuring, corporate governance and tax advisory co-ordination as well as maintain an ongoing oversight role. You will specifically support and lead on arranging corporate set-up and any corporate financial due diligence.

You will have the ability to confidently communicate with clients and explain technical matters to the client and the wider team.

It's a great opportunity for a motivated self-starter with project management skills to contribute to the success of a developing business area in a growing organisation.

KEY RESPONSIBILITIES:

- Client focussed structuring and financial onboarding of new mandates and investments - assisting in the execution of, structuring of, investments for clients, funds including principal investments corporate governance, portfolio and balance sheet management
- Partnering across the business to help achieve commercial and client objectives by promoting teamwork and managing support for the business and to the client to ensure seamless transaction assistance for deals
- Key liaison and co-ordinating with legal, tax, structuring and third party company secretarial providers as well as in house investment management analysts, risk, and finance
- Ensuring high standard of deal structuring (both commercial and governance) to ensure the business' or client's controls and risk positions is optimised; including due diligence assessment and execution and liaison with internal risk and investment committees to gain approvals
- Supporting corporate contract and documentation negotiation - where applicable, preparation and execution of transaction documentation; including co-ordination with external legal advisors where instructed, negotiating and agreeing corporate transaction documents alongside internal support team
- Maintaining an ongoing post acquisition oversight for corporate governance and structures, including client liaison and assisting with financial reporting as required
- Key liaison and co-ordinating off-boarding (both commercial and governance) to ensure the business' or client's controls and risk positions is optimised, winding up structures and assisting with hand over
- Helping to deliver strategic initiatives/projects to support business growth
- Assist in preparing pitch documents/bids to win new business
- Look to strategically improve procedures by reviewing and developing operational process flows

SPECIAL REQUIREMENTS (e.g. travel, unsocial hours)

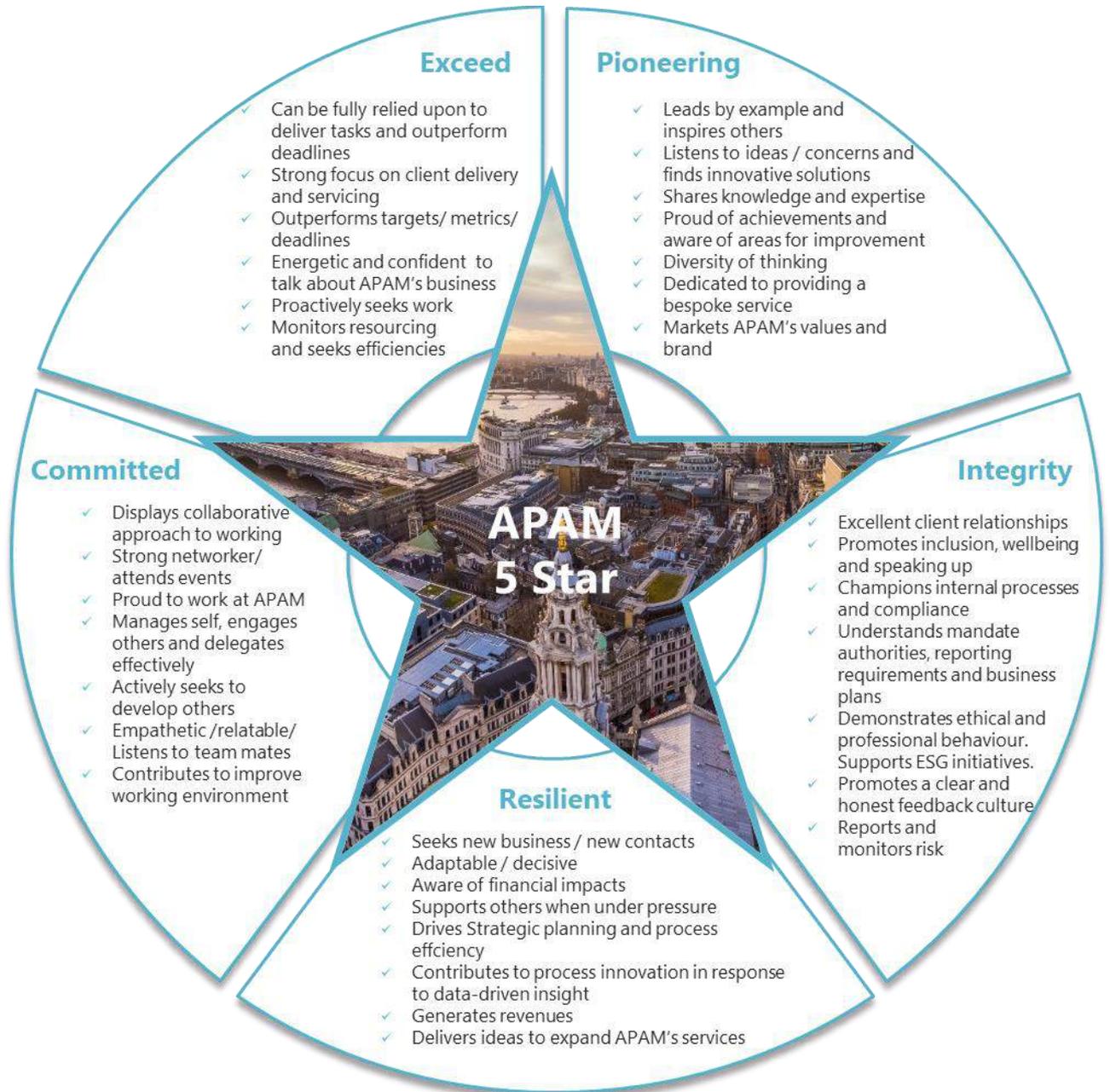
- Normal Hours of work for this role are 5 days a week 9.00 am – 6:00 pm based in the Company's London office
- Must be flexible and able to work extended hours as likely necessary on occasion.
- May be required to travel both within the United Kingdom and abroad

SKILLS AND EXPERIENCE

- Gained experience in a blue-chip corporate, a private equity fund or in advisory within an investment bank/corporate finance boutique or a leading accountancy firm (essential)
- Working knowledge and experience of the business and a wide range of financial and structuring documentation and related transaction documentation, including term sheets, various forms of finance documents, operating leases, fund documentation, internal procedures and policies and relevant external regulatory requirements.
- Financial understanding of projects and recognising business opportunities
- Familiarity with typical real estate debt and investment structures and the real estate market
- Experience of commercial real estate transaction support and execution
- Self-motivated team player (essential)
- Strong communication skills, verbal and written (essential)
- Ability to work independently (essential)
- Commercial Accounting experience (essential)
- Legal or financial M&A or transactional background (desirable)
- Knowledge of a wide range of banking/finance documentation (desirable)

KEY COMPETENCIES

We use our key competency framework to recruit and develop our team because we want to ensure our people have the ability to exceed expectations and make a real impact on the work we do.





APAM

APAM Ltd
london@apamuk.com |
manchester@apamuk.com |
www.apamuk.com