

# CHILDS

## ADVISORY PARTNERS

### **Job Spec:**

#### **Investment Banking Managing Director or Director: IT & Professional Services Sector Team**

We are looking for a Managing Director or Director for our IT & Professional Services (“ITPS”) sector team. The goal with this hire is to expand our coverage of ITPS sub-sectors, which include management consulting, IT services, managed services, business process outsourcing, and tech-enabled services. The IT & Professional Services team currently consists of two Managing Directors, three VPs, two Associates and 10 Analysts who are pooled with our other teams.

The MD or Director would be actively involved in growing the ITPS sector team through business development, leading the execution of transactions and providing leadership to the junior team members. While this person could be located anywhere, it would be ideal if he/she is based out of Atlanta.

CHILDS provides investment banking services to lower mid-market firms (under \$500 million in enterprise value) in the business services, healthcare and technology sectors. Service offerings include sell-side and buy-side advisory, capital raises and strategic advisory.

CHILDS was recently named Boutique Investment Bank of the Year by the M&A Advisor. Additionally, the firm is one of the fastest growing investment banks in U.S., having grown from 6 professionals in 2008 to 40+ today. The continued growth provides exceptional leadership opportunities for strong performers. CHILDS combines strong sector focus with a rigorous transaction process to deliver results for its clients. Our ITPS sector team was ranked #1 in the U.S. in 2015 by the 451 Group.

The ideal candidate has the following characteristics:

- Requisite experience in investment banking/M&A/corporate development, specifically in an IT/tech-related industry
- Strong leadership skills
- Client service oriented
- Strong intellectual horsepower
- Entrepreneurial spirit and ability to generate business
- Desire for career growth/leadership
- Live up to CHILDS values of Humble, Hungry, Smart and Team

Compensation is competitive and will include a base salary and an annual bonus based on individual and firm performance. CHILDS Advisory Partners is a FINRA registered broker-dealer.