RiverStone International

Associate Director M&A

The Mergers & Acquisitions team is responsible for the research, sourcing, analysis, due diligence, pricing, structuring, and negotiation of target portfolios/companies globally within the insurance run-off sector.

This role involves leading the process from initial identification through to execution of transactions, undertaking and coordinating due diligence and valuation analysis, and engaging with senior team members throughout to support transaction decisions.

Key Accountabilities
Responsible for the entire deal lifecycle in the following areas:
- Lead the research and analysis of potential acquisition targets, including financial and operational areas.
- Development and ownership of the financial model to forecast balance sheet, income statement, cash flows, capital distributions, and ultimately investor returns. Develop sensitivity analysis to showcase key value drivers that support pricing decisions.
- Leading the financial due diligence workstream, including interrogation of the assets and liabilities of the target, and project managing other workstreams carried out by expert resources across actuarial, capital, investment management, claims and reinsurance, accounting and finance, IT systems, operations, tax, regulatory, HR, and legal.
- Assessment of key due diligence findings and impacts on risk appetite and valuation.
- Presenting to Executive management, including the reviewing, and drafting of deal memos/presentations to summarise the target business, the proposed transaction structure, due diligence findings, and outputs of the valuation modeling, in order to support recommendations to the EXCO and Board.
- Manage and mentor the M&A team members.

Wider responsibilities of the role include:
- Providing ad-hoc evaluation and analysis to support the M&A team's business development efforts.
- Liaising with expert teams and executive management across the Company on internal projects.

- Keeping abreast of developments within the run-off and wider insurance markets that may present opportunities to the Company.
- Staying on top of personal learning objectives set as part of a structured career development framework.
- In addition to the above key responsibilities, you may be required to undertake other duties from time to time as the Company may reasonably require.

Person Specifications

- Driven and experienced financial professional with strong analytical and communication skills, able to manage multiple projects and present clear, concise findings to management.

Education/Experience

- Financial Accounting or Actuarial qualification with 5+ years of post-qualification experience.
- 10+ years' experience in the insurance sector
- Prior experience in M&A of 5+ years, including financial evaluation, diligence, and financial modeling is a must.
- Prior experience of business/report writing
- Detailed financial knowledge
- Commercial knowledge including evaluation of business and performance drivers.
- Fundamental understanding of non-life re/insurance businesses and industry
- Detailed regulatory capital knowledge for UK, Europe, and Bermuda regimes.
- Detailed knowledge of acquisition evaluation techniques

Skills

- Excellent numeracy and accuracy
- Proficient in use of Microsoft Office
- Attention to detail.
- Excellent communication skills
- Proactive with strong ability to work independently.
- Strong ability to multi-task
- Team and deadline orientated mentality.
- Self-driven, resourceful, hungry to learn.