

Job Specification

Job Title: Analyst
Division: Equity Advisory
Location: New York, NY

Rothschild & Co

Rothschild & Co is one of the world's largest independent financial advisory groups. We offer a distinct perspective that makes a meaningful difference to our clients' business and wealth.

With a team of 2,800 talented financial services specialists on the ground in 40 countries across the world, we provide independent advice on M&A, strategy and financing, as well as investment and wealth management solutions to large institutions, families, individuals and governments. As a family-controlled business that has been at the centre of the world's financial markets for over 200 years, we can rely on an unrivalled network of specialists and are known for our track-record of outstanding execution in financial services.

Rothschild Global Advisory

An informed and impartial perspective to help our clients reach their goals through the design and execution of strategic M&A and financing solutions.

We provide impartial, expert advice to large and mid-sized corporations, private equity, families and entrepreneurs, and governments. We design and execute strategic M&A and financing solutions for our clients and act as a trusted partner, taking a long-term and independent view on the challenges they face.

Our deep understanding of financial markets, the high volume of transactions we advise on, and our unrivalled network of industry and financing specialists in 40 countries, provide clients with a comprehensive perspective to achieve their strategic goals.

Our distinct perspective allows us to achieve outstanding results for our clients and act as their most trusted advisers over the long term.

Click here for more information on [Rothschild Global Advisory](#).

Overview of Role

As an analyst in the Equity Advisory department of the Global Advisory group you will work on behalf of major corporations, selling shareholders and world governments on equity capital markets transactions, including IPOs, common stock offerings, block trades / shareholder monetizations, derivatives and convertible offerings. Our transactions span the range of sizes from billion-dollar megadeals to offerings by small and mid-cap growth issuers, several cross-border in nature. Recent representative transactions include Teva's \$28 billion acquisition financing of Allergan's generics business, Alibaba's \$25 billion IPO (world's largest ever IPO), Markit's \$1.5 billion IPO, the Canadian



Government's \$1.1 billion block trade in General Motors and multiple growth equity IPOs and stock offerings by biotech, consumer and technology companies.

Responsibilities

- Participate in advising our clients on the origination and execution of equity transactions
- Performing, coordinating and reviewing analysis, studies and data regarding equity market trends and transaction and structure precedents
- Managing transaction execution by coordinating internally and with underwriters, lawyers and other advisers, reviewing transaction documentation, anticipating potential issues, defining supporting analysis for negotiation purposes and preparing agendas for regular client interaction
- Supporting senior bankers' marketing and business development initiatives
- Supporting Mergers & Acquisitions bankers by performing capital markets analysis regarding issues related to M&A transactions

Education and Qualifications

- Bachelor's degree in Finance, Business Management or Economics
- Preferred experience in Investment Banking or Corporate Finance

Experience, Skills and Competencies Required

- Teamwork – ability to build effective relationships between individuals, teams, lines of business and across geographical/cultural boundaries
- Communication – ability to write and communicate clearly, persuade and influence; good listening skills
- Very strong financial modeling/valuation and analytical skills and prior experience with financial modeling for structuring of equity transactions using balance sheet, income statement, public comparables and transaction comparables analyses; and buy-side investor analysis and targeting for new equity capital raising efforts by corporate clients.
- Ability to be proactive and a self-starter, overcome setbacks and deliver results
- Ability to recognize fee-generating opportunities
- Ability to handle numerous tasks simultaneously, with the ability to shift priorities appropriately on a daily basis
- Desire to work across industries, learning the businesses of multiple clients in different industries
- Attention to detail
- Enthusiasm for developing these skills and applying these skills creatively



- Ability to build long-term, professional client relationships that add value to the client and lead to the expansion of the business
- Advanced Microsoft Office skills (Word, PowerPoint and Excel), Dealogic, Factset and Thomson