

April 2014

## RESTRUCTURING ASSOCIATE CORPORATE ADVISORY & RESTRUCTURING CONSULTING

Carl Marks Advisors is a nationally recognized consulting and investment banking firm. Headquartered in New York City, Carl Marks Advisors helps middle-market business owners, lenders, investors, and their advisors resolve investment banking and turnaround challenges and specializes in working through complex situations bringing every engagement to a successful close.

For businesses and investors seeking growth opportunities, or the means to maximize value, Carl Marks Advisors provides a full range of investment banking solutions that include identifying strategic opportunities to financing options and creating value through divestiture or a recapitalization.

Carl Marks Advisors' consulting team specializes in driving performance improvements, within organizations confronted by challenges, by increasing enterprise value through strategic repositioning, business portfolio adjustment, structural improvement, increasing efficiency through cost reduction, and revenue enhancement.

### **JOB SUMMARY**

The Associate will work directly with the consulting team and play a key role in all aspects of the transaction process, providing analytical & financial modeling support for corporate advisory & restructuring consulting engagements, to fully leverage senior members of the team. Engagements may include advising companies, investors, and/or lenders on matters pertaining to out-of-court turnarounds, restructurings and bankruptcies, strategic planning, viability assessment, M&A, operations and process improvement initiatives, due diligence, etc. While the position is based in New York City, there will be significant travel.

### **ESSENTIAL FUNCTIONS**

Duties include, but are not limited to

- Provide support to senior members of consulting teams during client engagements
  - Develop integrated financial modeling/projections, 13 week cash flow budgets, DIP budgets, liquidation analysis and other financial reports as needed
  - Prepare preliminary financial statement analysis of financials
  - Conduct on-site due diligence and develop business plans
  - Draft and participate in the preparation of client reports
- Perform research on companies and industries to assist in the development and critique of client business plans, as well as for proposal efforts for potential new clients
  - Gather and present information on industries, companies, and competitive environments.
- Interact with clients, potential investors, attorneys and others as required
  - Respond in a timely manner to requests for data, research, analyses, etc. as needed

### **REQUIREMENTS**

- Technical Skills
  - Intermediate accounting and financial modeling skills
  - Ability to construct cash flow models with proficiency to manipulate/distill large amounts of data
  - Strong understanding of key financial analyses (ratios, bridges, sensitivity analyses, etc.)
  - Working knowledge of corporate finance
  - Strong forecasting capabilities including integrated model (IS/BS/SCF/Debt)
  - Ability to write well and prepare presentation materials
  - Strong organizational skills
  - Excellent understanding of Excel, PowerPoint, etc.
- Soft Skills
  - Ability to manage multiple competing priorities in a lean-team, results-based, interactive environment
  - Excellent interpersonal and communications skills in order to successfully interact with all bankers, advisors, clients and senior members of the team
  - Comfortable organizing, sensitizing, and presenting data to team members and/or clients
  - Ability to quickly grasp understanding of client operations/processes/business objectives in order to deliver thereon
  - Comfortable in challenging and turbulent client situations
  - Proven exemplary work ethic
  - Ability to complete tasks with limited supervision
- Work Experience
  - 3-5 years work experience in accounting, corporate finance, restructuring advisory or management consulting. Ideal candidate will have turnaround or workout experience from prior employment
  - Restructuring or bankruptcy experience preferred including experience preparing liquidation analysis, DIP budgets, claims analysis (503b9 and others), etc.
  - BA or BS in accounting or finance
  - Demonstrated understanding of managerial accounting and relationships of income statement/balance sheet/statement of cash flows
  - Working towards or already have professional designations such as CPA/CFA
  - Additional business experiences a plus.

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Send cover letter AND resume to [careers@carlmarks.com](mailto:careers@carlmarks.com)

Carl Marks Advisors is an equal opportunity employer.