

JOB PROFILE

Job Title:	Executive Director, Origination, Mergers & Acquisitions
Job Location:	Lagos or Abuja, Nigeria
Job Status:	Full-Time
Reports to:	CEO
Key Interfaces:	Potential and Existing Clients, Internal Stakeholders, Regulators, Investors, Shareholders, Media etc.
Job Overview:	We are seeking an Executive Director, Origination, Mergers & Acquisitions (M&A), with the competencies to lead and manage the entire M&A process, identify potential targets, integrate acquired businesses, valuations, divestitures, and other strategic investment-related initiatives that have a transformative impact on the business. This role involves identifying, evaluating, negotiating and integrating potential acquisition targets while also managing the origination of new business opportunities.

The ideal candidate will have extensive experience in Mergers & Acquisitions (M&A), equity fundraising, investor relations, transaction origination and fund management. This leadership role broadly covers strategic planning, financial analysis, due diligence, negotiations, post-merger integration, expanding assets under management (AUM), and building strategic partnerships through a well-established client base and network.

Key leadership and analytical skills, deep understanding of financial markets and legal regulations, along with the ability to identify and execute new business opportunities across local and international markets, are essential in his strategic leadership role. The ideal candidate should be able to step into the role of Deputy Managing Director or Managing Director, if required.

Principal Responsibilities & Duties

- **Origination** – Generating leads, sourcing and structuring M&A transactions and other mandates to meet clients' needs.
- **Mergers and Acquisitions** – Conducting cross-functional due diligence to identify opportunities, structure and execute M&A deals.
- **Strong Client Base and Network** – Possess a network of high-net-worth individuals, and existing relationship with key clients and partners.
- **Transaction Execution** – Competence in originating and executing the full cycle of M&A transactions throughout the deals process.
- **Strategic Planning and Target Identification** – Developing and executing M&A strategies, identifying and evaluating potential acquisition targets based on strategic fit and financial viability.
- **Financial Analysis and Valuation** – Manage team members in meticulous conduct of financial analyses, including valuation modeling (discounted cash flow, comparable transaction analysis, EBITDA, etc.), to assess the value and opportunities of potential deals.
- **Negotiation and Deal Execution** – Developing and executing negotiation strategies, structuring deals and working with legal and internal stakeholders to ensure compliance.
- **Post-Merger Integration** – Planning and overseeing the integration of acquired businesses, working with various stakeholders to ensure a smooth transition and maximize value creation.
- **Valuations** – Analyze financial data, market trends and other relevant factors for accurate and reliable valuations.
- **Stakeholder Management** – Building and maintaining relationships with internal and external stakeholders, including executive management, shareholders, compliance, legal counsel, financial advisors, and potential acquisition targets.
- **Risk Assessment & Due Diligence** – Leading and managing the due diligence process, coordinating with the relevant teams and stakeholders to assess risks and opportunities associated with a potential transaction.

	<ul style="list-style-type: none"> ▪ Team Leadership and Development - Managing and mentoring team members, providing guidance, mentorship, thought leadership and support throughout the M&A process. ▪ Project Management – Ability to manage multiple M&A projects simultaneously, ensuring timely and successful execution and post-deal support. ▪ Research – Apply accounting and financial concepts to research potential acquisition targets, perform rigorous financial valuation analyses. ▪ Financial Advisory – Maintain client portfolios and advise on strategic investment options based on the client's risk tolerance and financial goals. ▪ Wealth Management Advisory – Assisting potential and existing clients with comparative offerings in financial planning, investment advice, and estate planning.
Attributes, Qualifications & Skills	<ul style="list-style-type: none"> ▪ Significant experience with M&A / Deals execution and integration in an investment bank, private equity firm, corporate development role or investment banking boutique. ▪ A proven and demonstrable track record of completing buy-sell mandates in the Deals space. ▪ Strong network within institutional and high-net-worth investor segments. ▪ In-depth understanding of investment banking, private equity/venture capital, corporate finance, the capital market, fund management, wealth management and regulatory frameworks. ▪ Excellent communication and interpersonal skills, with a personable approach and credibility. ▪ Strong numerical, analytical, strategic thinking and research abilities. ▪ Proficiency in financial modeling. ▪ Persuasive negotiation and closing skills. ▪ Business acumen, high level of integrity and ethical conduct. ▪ Commitment to high quality standards and attention to details. ▪ Entrepreneurial outlook with a passion to succeed in a matrixed and competitive market environment. ▪ Ability to simplify and present complex investment concepts to varied audiences. ▪ Educational Qualifications: <ul style="list-style-type: none"> • A strong academic and technical background, with a first or higher degree in business administration, finance, economics, accounting, or a related field.
Why Join Us?	<ul style="list-style-type: none"> ▪ An opportunity to work in a fast-growing, innovative organization with distinctive investment management capabilities. ▪ A collaborative culture that values integrity, impact, innovation and rewards. ▪ Competitive compensation, benefits and perks, as well as performance incentives. ▪ A unique opportunity to step into the role of Deputy Managing Director or Managing Director, as required.
How to Apply?	<ul style="list-style-type: none"> ▪ Interested and qualified candidates should send their resumes to careers@iron.africa. Applications should be sent on or before 5:00PM, 1st August 2025. Only qualified candidates will be contacted.