**Corporate Development Manager**

Gravity Global is the world’s most awarded communications agency working with B2B clients and clients operating in complex markets across innovative sectors such as FinTech, aviation and financial services. In 2021 Elysian Capital made a strategic investment into Gravity Global and are providing funds for the expansion of Gravity’s footprint and service offering. Headquartered in London and with offices across the UK, Gravity Global is expanding into the U.S. and Asia with a number of acquisitions planned over the coming years. We are looking for a highly organised and methodical individual to join us as Corporate Development Manager to provide expertise and support across our M&A activity.

**Key responsibilities will include**

* M&A
  + Work closely with the CFO and country leaders on all M&A;
  + Research, identify and evaluate acquisition opportunities;
  + Write offer letters and prepare valuations of target companies;
  + Financial modelling – forecasting, covenants, cash flows;
  + Oversee the due diligence workstreams and understand how to use the information produced;
  + Undertake focused in-house DD on target companies;
  + With support of the CFO, negotiate the NWC and net debt and other key deal points;
  + With support of the CFO, negotiate the purchase agreements and other deal documentation; and
  + Vendor Assistance - set up processes and systems to ensure that Gravity Global is gathering robust data on a monthly basis.
* FP&A
  + Prepare ad-hoc analysis to support the CFO on internal projects e.g. analysis of client profitability, utilisation etc;
  + Support the financial integration of new acquisitions; and
  + Covenant modelling and forecasting.

**Experience / skills required**

* Experience in Transaction Services / Support;
* Ideally experience looking at people businesses e.g. recruitment, management consultancies, advertising etc;
* 1-3 years PQE experience;
* Demonstrates professionalism and gravitas, with ability to professionally represent the business;
* Excellent modelling skills;
* Demonstrates willingness to learn; and
* Willing to travel.

**Salary**

* Competitive salary + benefits
* Global career development opportunities
* Hybrid working
* Central London location in Finsbury Square with fabulous offices featuring an impressive outdoor terrace with stunning views across the city
* Opportunities to get involved with working groups such as Diversity & Inclusion, Wellbeing and ESG / Sustainability

To apply, please send your CV to jointheteam@gravityglobal.com