

Strategic Exit Advisors

Managing Director Opportunity

About SEA

Strategic Exit Advisors (SEA) is a decade old boutique investment bank, headquartered in Bucks County, PA, with a focus on Mergers and Acquisitions. SEA's goal is to expand its presence, building on its foundation of successes to become the leading Investment Bank for Mergers and Acquisitions and related services in the lower middle market for companies with enterprise values from \$5 to \$100 million.

We believe there is a significant opportunity to create efficiencies in bringing a consistent, professional Investment Banking experience to owners in the lower middle market by developing best practices and institutionalizing the SEA processes, while building and maintaining a team culture.

Being a Managing Director (MD) at SEA

We are recruiting for Managing Directors, senior level deal makers who are aligned with SEA's core values. MDs will be responsible for establishing and building out new markets in niche vertical or geographic markets. They must bring with them a depth of experience and network within their markets as well as possess excellent interpersonal, time sensitivity, and client management skills required to help clients navigate what is typically a once in a lifetime event.

Is SEA right for me?

As a boutique firm in Doylestown, PA we have several big advantages over larger investment banks:

- **Lifestyle** - We work as much as needed, but we try to reserve weekends for family and friends.

SEA's Core Values

Communicate

Speak with candor & listen

Focus

on what's important

Prepare

for every interaction

Work Together

M&A is a team sport

Stay Positive

Turn negatives into positives

Finish Strong

Don't put off what can be done today

- **Compensation** - Managing Directors at SEA are expected to generate new business, first and foremost. As a result, we believe that the lion's share of the fees generated belong to the deal team.
- **Flexibility** - MD's have great flexibility in the types of clients and engagements they choose.
- **Teamwork** - We foster a teamwork culture at SEA. This means that you will be supported by other team members to help ensure your success and have the opportunity to work alongside other A+ players. It also means that you will be expected to pitch in to help the success of other members and the firm.

What is expected of a Managing Director?

As a senior level banker, the role of the Managing Director is mostly one of client development. The MD will be responsible for managing client engagements, cultivating relationships with prospective clients and centers of influence, and generating new business.

They are expected to participate in marketing efforts and contribute expertise or content to help build SEA's reputation as the leading investment bank for the lower middle market. They are expected to be communicative, engaged in firm initiatives and to participate in scheduled meetings designed to facilitate effective communication and collaboration for all team members.

What Resources does SEA provide?

Managing Directors will leverage the SEA MD playbook, which outlines in detail the firm's processes for performing client work. MD's will also have access to pre-approved legal documents, subscriptions to industry databases, E&O insurance coverage, as well as literature and marketing materials developed by SEA to cultivate new business. Managing Directors will be teamed with a Mentor for the first six months to complete orientation and learn firsthand the SEA processes.

INVESTMENT BANKING FOCUSED ON MERGERS AND ACQUISITIONS
FOR COMPANIES VALUED FROM \$5 TO \$100 MILLION



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