

About SEA

Strategic Exit Advisors (SEA) is a boutique Investment Bank, headquartered in Bucks County, PA, with a focus on mergers and acquisitions. Our goal is to expand our presence, building on our foundation of success to become the leading investment bank for mergers and acquisitions and related services to 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 middle market by developing best practices, institutionalizing the SEA processes, while building and maintaining a team culture.

Becoming a Managing Director (MD)

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.

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

Is SEA right for me?

As a boutique Investment Bank in suburban Philadelphia, PA we have several advantages over other Investment Banks:

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



Is SEA right for me?

- **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** – At SEA MD's have great flexibility in the types of clients and engagements they choose to engage. There's no need to get committee approval to engage a client.
- **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.
- **Clients** – Are your clients! No one at the firm will 'claim that vertical market' and take your client. We're a team without silos.

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.

MD's are expected to participate in marketing efforts and contribute expertise or content to help build SEA's reputation as the leading Investment Bank for middle market companies. They are expected to be communicative, engaged in firm initiatives and to participate in scheduled meetings designed to facilitate effective 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 also have access to pre-approved legal documents, subscriptions to industry databases, E&O insurance coverage, as well as marketing materials to cultivate new business.

Dedicated Analyst(s) support MD's throughout the year. Additionally SEA's Summer Analyst program which recruits from the finest University's in the country, provides MD's with research and project support.

Managing Directors will be teamed with a Mentor for the first six months to complete orientation and learn firsthand the SEA processes.

To find out more about SEA's call us at (215) 489-8881

