



**Job Title:** Consulting Associate  
**Department:** Consulting – Capital Markets Group  
**Reports to:** Partner, Capital Markets Group  
**Level:** Full Time, Exempt  
**Location:** Louisville, Cincinnati or Lexington  
**Last updated:** February, 2020

MCM Capital Markets Group is an investment banking subsidiary of MCM CPAs & Advisors that specializes in M&A advisory services, representing sellers and buyers of companies worldwide. MCM's Consulting Team is focused on providing sell-side and acquisition advisory services to private equity groups and privately held companies. MCM CPAs & Advisors has approximately 350 employees and five offices located in Kentucky, Indiana and Ohio.

**Summary of Responsibilities:** The Consulting Associate will assist the Director of the Capital Markets Group and will play an integral role in the deal process from beginning to end. The Associate will be responsible for analyzing data for each client, providing feedback and creating various financial models and technical reports for the team. The Associate will also be responsible for preparing pitch material, presenting to existing and prospective clients, along with other duties as assigned.

**Essential Functions:**

- Identify targets and assist in the business development of buy-side and sell-side clients
- Prepare pitch materials and valuation analysis
- Present to prospective and existing client base
- Assess and provide feedback on operational and financial issues impacting valuation and risk
- Synthesize information gathered in due diligence process into a functional operational model
- Develop financial projections and models under various operating scenarios
- Conduct and summarize industry, market and company specific research utilizing available services (Capital IQ, BVResources, Profitcents, etc.)
- Analyze and provide feedback regarding financial information relevant to the project
- Review and comment on business points of negotiation in the related legal contracts presented
- Manage relationships with existing clients to support projects as assigned
- Perform other duties as assigned

**Education, Experience, and Skills:**

- 7+ years M&A experience
- Bachelor's degree in accounting, finance, economics or business management
- Working knowledge of Microsoft word, excel, outlook and power point required
- Ability to read and interpret financial statements
- Ability to develop prospect lists and cold call
- Eligible for series 63 & 79 licensing
- Excellent verbal, written, and presentation skills
- Excellent analytical, research, organizational and project management skills

**Expectations:**

- Must be highly organized, detail oriented and proactive
- Knowledge of capital markets
- Collaborative and cooperative, team oriented
- Take ownership of assigned processes and responsibilities
- Able to work independently
- Results focused with strong performance culture
- Work personal/professional development plan
- Must have flexibility with work schedule
- Must have demonstrated ability to network in community, grow new business and develop sales
- Must have the ability to travel as needed, predominantly within our markets

**Location:**

Cincinnati, Louisville or Lexington

**Working Conditions:**

- Minimal hazards.
- General office working conditions.
- Occasional heavy lifting.
- Periodic evening and/or weekend work.

We are committed to providing equal employment opportunities to all employees and applicants without regard to race, ethnicity, religion, color, sex (including childbirth, breast feeding and related medical conditions), gender, gender identity or expression, sexual orientation, national origin, ancestry, citizenship status, uniform service member and veteran status, marital status, pregnancy, age, protected medical condition, genetic information, disability or any other protected status in accordance with all applicable federal, state and local laws.