

E F C G

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Position Title: Analyst or Associate
Years of Experience: 0-2 years
Start Date: Summer or Fall 2018
Compensation: Commensurate with experience

About Us

EFCG is the leading M&A advisory and financial consulting firm focused exclusively on the Architecture, Engineering / Consulting, and Construction (“A/E/C”) industry. We are a hybrid firm: ~2/3 of our work is M&A advisory/investment banking, and ~1/3 is management/financial consulting. Our team has completed over 150 M&A transactions and served as a financial consultant to over 500 large, mid-sized, and small A/E/C firms worldwide.

Our mission is to help A/E/C firms become more business and financially efficient, so that they can improve global infrastructure and sustainability, while creating greater value and opportunities for their shareholders and employees.

We utilize our proprietary database of A/E/C financial, operational, and compensation data as well as M&A valuation metrics to objectively support our arguments and provide advice to help our clients measure, improve, and ultimately “harvest” their firm’s value.

About the Analyst/Associate Position

EFCG is a lean team, and therefore, our Analysts/Associates are offered exposure to all aspects of our services, and are expected to play a key role on projects. No project or task is too small or menial, which applies to all levels throughout the organization. Examples of typical responsibilities for our Analyst/Associates include: financial data analysis, modeling, industry research, proposal writing, valuation analysis, M&A diligence calls/meetings, participation in transaction processes, database entry and management, survey creation, slide/presentation creation, business development, conference management, opportunity for speaking roles at conferences, client management, client presentations, etc.

Our familial culture is entrepreneurial and results-driven, and offers substantial responsibility for those who are driven to achieve. The ideal candidate would be a motivated, creative team-player with strong verbal and written communication skills and knowledge of financial analysis. General qualifications include:

- 0-2 years of professional work experience (e.g. investment banking, consulting, etc.)
- Undergraduate degree in Finance, Accounting, Business, Economics, or related field
- Fundamental understanding of corporate finance, accounting, modeling, and valuation
- Demonstrated ability to be a team-player and work cooperatively with all levels of staff
- Self-starter with desire to take initiatives
- Strong verbal, written, and computer skills (e.g. Excel, PowerPoint)

Please send your resume and a brief, 1-paragraph email highlighting your interest to Joe Smetona, jsmetona@efcg.com