

M&A MANAGER

ONE FIRM • ALWAYS GROWING • BE ENTHUSIASTIC • BE CURIOUS • SOLVE PROBLEMS

EMPLOYER PROFILE:

Drucker & Scaccetti (D&S) is a Philadelphia-based tax strategy and consulting firm founded in 1990. D&S has more than 80 employees providing tax, business and financial consulting services specifically tailored to their clients. We specialize in working with complex businesses, families and closely held entrepreneurial-driven businesses.

JOB PROFILE:

We seek an experienced Manager with 5 or more years of Mergers & Acquisitions (M&A) expertise with the skills to take a lead role in complicated M&A transactions. As an M&A Manager, you will be part of a team who will advise clients on the aspects of planning, structuring, due diligence and executing M&A transactions. The ideal candidate's experience will include supporting and/or leading purchase or sale consulting projects within a professional services firm or equivalent in an internal consulting role.

Essential Duties and Responsibilities:

- Working as part of our team to perform tax and cash flow computations including determining potential tax and cash flow savings.
- Prepare a preliminary business valuation using third-party software for planning purposes
- Analyze company balance sheet, income statement and cash flow reports for presale distributions and understanding of business.
- Create cash flow and sale projections for potential or actual sales and communicate potential planning opportunities.
- Review purchase agreements for financial implications and provide input to improve cash flow.
- Analyze proposed changes to a purchase agreement or structure of the sale to determine the tax cost and impact to cash flow.
- Preparation or review of the entity and individual tax returns for the year of sale to ensure the sale is being reported correctly and determine if there are tax saving opportunities within the reporting framework.
- Analyze financial and operational results of businesses to be acquired or sold through reviewing accounting records and conducting interviews with management.
- Develop an understanding of client's needs to successfully advise on transactions, restructurings, and mergers & acquisitions.
- Manage transaction teams and take transactions from due diligence, negotiation, and documentation through closing, communicating findings and opportunities to clients.
- Assist with business development for the expansion of services to new and existing clients and sharing expertise at conferences and meetings.

Requirements:

- Bachelor's Degree from an accredited college/university; MS in Tax or JD/LLM a plus
- Tax experience a plus, but not required.
- 5 or more years of experience within a public accounting firm, corporate tax department, or a law firm.
- Ability to assess the tax impact of company business, operations and transactions resulting from mergers or acquisitions.
- Strong quantification and technical research skills
- Ability to think strategically and analytically, and manage multiple clients and projects, as well as staff.
- Strong presentation and interpersonal skills; strong written and oral communication skills
- Prior experience in leading analytics work with visualization tools (i.e., PowerBI, Tableau, Alteryx) to drive insights and recommendations is a plus.

We offer a general benefits package, plus we offer referral fees for business development success, and we offer in-house leadership development programs.