

NOW HIRING - Break Your Current Mold and Control Your Income!

Walden Businesses is a thirty-year Atlanta based Mergers and Acquisitions firm specializing in the representation of privately held light manufacturing, distribution and business to business service companies.

In anticipation of market changes, Walden is preparing to expand its business advisory staff to accommodate the



influx of baby boomer sellers who are now ready to exit their businesses. These sellers have been holding out too long; and are now faced with whether they want to go through another 9-11, 2008 or COVID pandemic. Most do not! At the same time, there are many strategic buyers who need to deploy the “dry powder” they have been sitting on - waiting for the right opportunity.

Walden is searching for optimum performers who can help build a larger high-performance M&A team.

As President of Walden Businesses, it is my job to find great talent and coach them to achieve their maximum success. If you are ready to break your current mold and move into something exciting where no one controls your income but you, read on ...

Key Accountabilities for an M&A Advisor are:

Relationship Management: Be the trusted advisor that sets clear expectations, quickly builds rapport and earns the trust of the business owner and their advisors through a client-centered approach with effective communications. (25% of your time will be spent here)

Lead and Close Deals: Be the trusted advisor who leads the owner and their deal team through a proven process, resulting in optimizing the value of the business and a successful sale. (40% of your time will be spent in this area)

Business Development: Be proactive in building a network of referral sources and implementing strategies that create a consistent flow of high quality leads/potential “A” rated clients. (25% of your time should be spent in this area)

Continuous Learning/Education: Enhance the value you deliver to the client, our firm and yourself by pursuing continuous education and development. (10% of your time should be devoted in this area)

Driving Forces that Motivate Successful Business Advisors are:

Resourceful: People who are driven by practical results, maximizing both efficiency and returns for their investments of time, talent, energy, and resources.

Commanding: People who are driven by status, recognition, and control over personal freedom.

Objective: People who are driven by the functionality and objectivity of their surroundings.

Instinctive: People who are driven by utilizing past experiences, intuition and seeking specific knowledge when necessary.

Desired Leadership Characteristics:

Self-management: Demonstrating self-control and an ability to manage time and priorities.

Personal Accountability: The capacity to be answerable for personal actions.

Interpersonal Skills: Effectively communicating, building rapport and relating well to all kinds of people.

Diplomacy and Tact: The ability to treat others fairly, regardless of personal biases or beliefs.

Customer Focus: A commitment to customer satisfaction.

Goal Achievement: The ability to identify and prioritize activities that lead to a goal.

Resiliency: The ability to quickly recover from adversity.

Teamwork: Working effectively and productively with others.

Conflict Management: Addressing and resolving conflict constructively.

Problem Solving Ability: Anticipating, analyzing, diagnosing, and resolving problems.

Important Behavioral Traits are:

Interaction: The job requires frequent communication and engagement with others.

Versatile: The job requires adapting to various situations with ease.

Competitive: The job requires assertiveness and a “will to win” in highly competitive situations.

People-Oriented: The job requires building rapport with a wide range of individuals.

Requirements:

Required: A general understanding of business, i.e., experience/understanding of running a business and the ability to “read” financial statements.

Like to Have, but Not Required:

- Professional services experiences (consultant, banker, etc.)
- Business evaluations/finance experience
- Past business owner
- Business development experience
- Experience/confidence in a performance-based compensation plan
- Bachelor’s Degree in a business related field
- Master’s Degree in Business Administration
- CM&AP designation
- M&AMI designation
- M&A Advisor/Dealmaker experience

If there is continued interest about this opportunity, please notify us at vw@waldenbus.com. Thank you.