AUSTRALIS WEBSITE POSTING

POSITION AVAILABLE

Title: Vice President

Job Responsibilities: Focus on investment analysis / execution and portfolio management/ value creation.

Investment Analysis and Execution

- Review and analyze potential investment opportunities in Colombia and Mexico;
- Conduct due diligence on potential targets, requiring strong expertise in Colombia and Mexico (i.e., local regulation, accounting standards, corporate governance best practices, politics, macroeconomics, tax system, competitors, supply chains, pricing, market dynamics, professional network, corporate culture, among others);
- Conduct market research to assess attractiveness of potential targets, leveraging on local and U.S. advisers (i.e., requiring the Vice President to have a strong network in the U.S., Mexico, and Colombia);
- Liaise with external U.S., Mexican, and Colombian advisers (i.e., legal counsels, accountants, auditors, industry experts, among others) during due diligence, acquisition, portfolio management, and exit stages of an investment;
- Perform valuation for potential targets and portfolio companies;
- Build financial models to project potential financial returns;
- Design legal structures for the transactions, which requires knowledge of Mexico's and Colombia's legal and tax frameworks, as well as understanding of the impact that such structures may have on the international and U.S.-based investors of the fund;
- Support drafting of legal documentation (e.g., Share Purchase Agreements, Credit Agreements, Shareholders' Agreement, Escrow Agreement) under Mexican, Colombian, and New York law, which requires a strong understanding of these legal frameworks;
- Prepare memos for the fund investment committee; and
- Support negotiations with sellers of target companies (generally local, Spanish-speaking families) and prospective buyers, which requires a deep on-the ground experience in Mexico and Colombia, and the ability to adapt to and follow Mexico's and Colombia's business etiquette.

Portfolio Monitoring and Value Creation

- Design value creation initiatives for the portfolio companies by leveraging on best practices of U.S.-based private equity-backed firms;
- Support Spanish-speaking management of portfolio companies in the implementation of value creation initiatives;
- Analyze potential add-on acquisitions in Mexico, Colombia, and other adjacent economies including the U.S., which requires regional and global training and professional experience;
- Participate in the Board meetings and Committees of the portfolio companies (conducted in Spanish);
- Perform quarterly valuation of the portfolio companies according to U.S. and local standards, which requires deep understanding of U.S., Mexico's and Colombia's audit standards;
- Monitor performance of portfolio companies; and
- Design and monitor private equity holding structures in different jurisdictions, mainly in Spain, Luxembourg, and Canada, which requires knowledge about legal and accounting frameworks in those geographies.

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Educational & Experience Requirements: US Bachelor's Degree or Foreign Equivalent, in Economics, Engineering, or related field, and two years of related experience. Experience to include:

- Closed private equity acquisitions in Latin America;
- Worked in the monetization and distribution of dividends paid by a private equity-owned company to its parent fund;
- Worked in a spin-off transaction in Latin America;
- Worked in the acquisition and integration of add-ons by a private equity-owned company;
- Worked in the drafting and negotiation of M&A legal documentation;
- Worked in the filing for the approval by a financial regulator in Latin America of the acquisition of a company by a private equity fund;
- Worked in market, legal, tax, and accounting due diligence processes for the acquisition and exit of companies in Latin America;
- Supported teams that manage private equity holding vehicles in Spain and Luxembourg;
- Worked in the elaboration of marketing materials for private equity fundraising.

SALARY: $150,000-$180,000 per year

HOURS: 9am-5pm

LOCATION: New York, New York.

WORK STRUCTURE: NYC Office & also remotely from home

TO APPLY: Email resume with salary requirements to Guillermo Giammona, at guillermo.giammona@australispartners.com Must reference Job# 7778778.