



FIRM DESCRIPTION

Dickinson Williams & Company ("DW&Co.") is an independent investment banking firm led by industry veterans with over 90 years of combined investment banking, financing, and operating experience. The firm provides objective, experience-based advisory services to lower middle market companies with enterprise values up to \$150 million. The firm provides sell-side, buy-side, private placement, recapitalization, and strategic advisory services to family and closely held businesses, corporations, and private equity investors, and has a broad cross-section of transaction and industry experience in the industrials, business services, distribution, healthcare, and consumer sectors. DW&Co. is based in Richmond, Virginia.

JOB DESCRIPTION

DW&Co. is seeking to hire an Associate or Senior Analyst (depending on the candidate's experience) to join our team. This position provides the opportunity to play an essential role in the formulation and execution of our M&A services. Associates and Senior Analysts work closely with each of our senior investment bankers across a wide variety of industry sectors and clients. DW&Co.'s lower middle market focus and lean deal teams allow for Associates and Senior Analysts to serve a critical and central role in every transaction process and client relationship. Leveraging these experiences, Associates and Senior Analysts develop the transaction execution expertise and client skills for a successful and rewarding career.

RESPONSIBILITIES

- Working directly with senior investment bankers to execute M&A transaction processes, as well as managing, training, and mentoring a team of motivated Analysts.
- Drafting offering memoranda, management presentations, and other materials for clients.
- Conducting and leading detailed industry and company-specific research and due diligence.
- Actively participating in client meetings and other transaction processes that offer broad exposure to private equity groups, corporate executives, and capital providers, and assisting in the development of client relationships.

QUALIFICATIONS

- A bachelor's degree with at least two years of experience as an Analyst or Associate in investment banking, corporate finance, accounting, or a related field.
- Detailed working knowledge of finance, accounting, valuation principles, and financial modeling.
- Proactive self-starter who is highly organized and detail oriented.
- Proven ability to take on significant responsibility and adapt to a fast-paced and collaborative environment.
- Series 63 & 79 licensing preferred or the ability to quickly obtain.

CONTACT INFORMATION:

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