

Job Description

Title: Director – Corporate Finance

Location: Dublin, Ireland

Reporting to: Head of Corporate Finance

Contract Type: Full time, Permanent

Cantor Fitzgerald

Cantor Fitzgerald Ireland is part of leading global financial services firm Cantor Fitzgerald. Cantor Fitzgerald has offices and trading desks in all major financial service centres throughout the world. We specialise in Equities, Investment Banking, Real Estate, Fixed Income and Currencies. Cantor Fitzgerald's affiliate businesses include: BGC Group Inc. (BGC), Newmark (NMRK), and GFI Group (GFI). Cantor Fitzgerald Ireland provides a full suite of investment services, including Wealth Management, Private Client Stockbroking, Investment Management, Debt Capital Markets and Corporate Finance. Our clients include private individuals and corporate entities, financial institutions, investment funds, credit unions and charities.

Cantor Fitzgerald Ireland Corporate Finance Limited is the dedicated Corporate Finance team within Cantor Fitzgerald Ireland.

Our Corporate Finance team has an expertise in advising high growth companies across a range of sectors including real estate, renewable energy, food, education, healthcare and technology. The team has a strong track record in providing funding solutions for companies at various stages of development.

Role Summary:

We are seeking an experienced and dynamic Director to work within the Corporate Finance Team and assist the Head of Corporate Finance with leading the strategy and drive growth initiatives within the Team. The Director will be responsible for driving business growth, managing client relationships and the delivery of tailored financial solutions that align with our clients' objectives. The successful candidate will leverage their expertise in finance, strategic planning and client management to deliver exceptional service and drive success for our clients.

Responsibilities

- Cultivate and maintain strong relationships with clients, understanding their financial needs and providing strategic guidance and support.
- Lead the development and execution of financial advisory services, including mergers and acquisitions, capital raising, restructuring and strategic planning.
- Identify and pursue new business opportunities leveraging your network and market insights to generate deal flow and drive revenue growth.
- Oversee the end-to-end deal execution process ensuring successful outcomes.
- Provide strategic leadership and mentorship within the Team.
- Stay up to date with industry trends, market developments and regulatory changes.

- Conduct research and analysis to inform strategic decision-making and identify opportunities.
- Monitor and evaluate the performance of client engagement.

Requirements:

- A minimum of 10 years corporate finance, corporate advisory experience.
- ACA/ACCA/CPA/CFA or relevant qualification is essential.
- A Masters / primary degree or relevant professional qualification.
- Proven track record in deal origination, transaction management and a demonstrable focus on delivering set revenue targets within the Corporate Finance team.
- The ability to research and identify corporate transactions and financing opportunities across markets for clients and working with colleagues to develop proposals on behalf of clients.
- The ability to work within the wider Cantor group in identifying transactions and providing funding solutions from the appropriate divisions within the group.
- The ability to build and maintain a network of relationships across corporates, private equity investors, venture and growth capital providers, institutional investors, banks and credit fund debt providers.
- The ability to think outside the box in originating mandates and working with other fundraising teams across the business.

Key Competencies:

- Experience in executing on all aspect of corporate finance mandates.
- Client facing interaction with senior decision making parties.
- Origination of new corporate finance mandates.
- Interest in the domestic and international markets.
- Represent Cantor Fitzgerald at external industry events.
- Good interpersonal and mentoring skills.
- Motivated self-starter.
- Strong analytical and commercial awareness.
- Project management skills.
- Ability to make recommendations.

This key position offers the successful person a very competitive remuneration package as well as the opportunity to develop their career in a key leadership role within our Corporate Finance Team and brand ambassador for Cantor Fitzgerald Ireland Corporate Finance Limited.

Qualified applicants may apply by clicking the link below.

[Director - Corporate Finance - Cantor Fitzgerald/BGC Careers \(oraclecloud.com\)](https://oraclecloud.com)