

EMPOWERING HUMANITY BY ADDRESSING THE TOUGHEST CHALLENGES OF ENERGY DELIVERY

Leader – Mergers & Acquisition

About us

Sterlite Power is India's leading integrated power transmission developer and solutions provider, focused on addressing complex challenges in the sector by tackling the key constraints of time, space and capital.

We believe that electricity access transforms societies and delivers long-lasting social impact. Sterlite Power is uniquely positioned to solve the toughest challenges of energy delivery.

We are guided by our core purpose of empowering humanity by addressing the toughest challenges of energy delivery. Our four core values form the pillars of our organisation:

1. Respect: Everyone Counts
2. Social Impact: We work to improve lives
3. Fun: "Thank God it's Monday!"
4. Innovation: A new way today

Sterlite Power is a leading global developer of power transmission infrastructure with projects of over 10,000 circuit Km's and 15,000 MVA in India and Brazil. With an industry-leading portfolio of power conductors, EHV cables and OPGW, Sterlite Power also offers solutions for upgrading, uprating and strengthening existing networks. The Company has set new benchmarks in the industry by use of cutting-edge technologies and innovative financing. Sterlite Power is also the sponsor of IndiGrid, India's first power sector Infrastructure Investment Trust ("InvIT"), listed on the BSE and NSE.

For more details, visit: www.sterlitepower.com

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Job Description

Role Description	
Role Title	Leader – M&A
Role Summary	<p>Manage the entire gamut of pre and post-acquisition activities including assessment of strategic fit, origination, financial analysis and valuation, structuring, due diligence, negotiation, definitive agreements, closure and handover.</p> <p>Looking for a dynamic professional with a strategic mindset, deal making experience, proficiency in financial modelling and good project management skills.</p>
Grade	M3/M3A
CTC	Competitive
Reporting to	Aditya Mehra
What the role entails – Key accountabilities/responsibilities	<ul style="list-style-type: none"> • End to end involvement in the transaction process right from deal sourcing to deal closure • Work closely with business units, advisors and counter-parties to project manage the entire transaction process • Scrutinize the landscape and evaluate targets in line with business strategy • Market intelligence and deal origination • Lead the financial analysis and valuation based on different methodologies • Project manage the operational, technical, human resource/ integration, commercial, financial, tax and legal diligence with the business units • Assist in financing, risk assessment and integration planning • Preparation of Investment appraisal presentations and any deal related collaterals. • Lead negotiation and execution of term sheets/ binding agreements • Interaction with senior management and investment committee • Lead the pre-closure activities ensuring deal closure • Deal handover to business units to ensure smooth integration • Develop relationship with wider financial community including investors, analysts, advisors, bankers, counsel, accountants, regulators etc.
Role Demands (travel)	Deal specific
Location	Mumbai

Education, Experience, Certification, Exposure, Stakeholder interfaces	Essential	Desirable
	MBA in Finance from a premier institute/ CA/ CFA	Good understanding of accounting and tax
	7-10 years of exposure in Investment Banking/ Corporate finance advisory/ Corporate M&A	Knowledge of infrastructure sector
	Good stakeholder management skills – internal and external	Experience in cross border M&A
	Should be a team player	Experience in fund raising
	Excellent project management skills	Good financial modelling skills
	Cross functional expertise	

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Functional Requirements	
Strategic	Identification of targets/ leads in line with company's strategy, working in close collaboration
	Evaluation of targets on financial and technical parameters in line with business strategy
	Developing and recommending deal structures and strategies
	Formulating business plans to achieve better operational and tax efficiencies
Financial	Valuation (including synergies) based on different methodologies
	Detailed diligence and financial analysis
	Devise investment structures and their tax implications
	Evaluation of various financing options
Operational	Managing the deal execution
	Conduct financial diligence and industry benchmarking
	Preparation of investment notes, presentations, deal collaterals
	Prepare framework of various compliances related to M&A, ensuring timely approvals.
	Negotiating term sheets and binding agreements
People	Develop relationship with multiple stakeholders - due diligence consultants, investment bankers/ transaction advisors, technical consultants, tax advisors, legal counsel etc
	Work with business units and corporate functions
	Liaison with financial institutions and investors for execution of M&A

Behavioural Competencies	
Initiative	Proactively takes action to avoid a problem or exploit an opportunity and persists with it
	Responds quickly and acts decisively to address potential threats or crises
Customer Service Orientation	Becomes a trusted contributor in internal decision-making process
	Creates long-term, win-win partnerships with counterparties
	Works with a long-term perspective in addressing shareholder needs
Information Seeking	Habitually scans for new developments and market intelligence in the M&A space in the country, tuning into a broad range of sources to see what is new
	Uses a variety of data sources to form a well-rounded and objective view
	Keeps up with latest trends in the power transmission and infrastructure sector in the country
Innovative Thinking	Tries new ways and adapts own strategy to innovate
	Thinks of and comes up with alternative approaches/ working methods which can lead to better outcomes