

# RESTRUCTURING ASSOCIATE CORPORATE ADVISORY & RESTRUCTURING CONSULTING

Carl Marks Advisors (“CMA”) is a leading corporate restructuring and investment banking firm that provides a wide array of investment banking and financial, operational and real estate advisory services to middle market clients, including M&A advice, sourcing of capital, financial restructuring plans, strategic business assessments, operational improvement plans and interim management. CMA is headquartered in New York City.

## **JOB SUMMARY**

The Associate will play a key role in providing analytical & financial modeling support during corporate advisory & restructuring consulting engagements. Engagements may include advising companies, investors, and/or lenders on matters pertaining to out-of-court turnarounds, restructurings and bankruptcies, strategic planning, viability assessment, M&A, operations and process improvement initiatives, due diligence, etc. While the position is based in New York City, there will likely be significant travel.

## **ESSENTIAL FUNCTIONS**

Duties include, but are not limited to

- Provide support to consulting teams during client engagements
  - Develop integrated financial modeling/projections, 13 week cash flow budgets, and other support as needed
  - Prepare preliminary financial statement analysis of financials
  - Draft and participate in the preparation of client reports
- Perform research on companies and industries to assist in the development and critique of client business plans, as well as for proposal efforts for potential new clients
  - Gather and present information on industries, companies, and competitive environments.
- Interact with clients, potential investors, attorneys and others as required
  - Respond in a timely manner to requests for data, research, analyses, etc. as needed

## **REQUIREMENTS**

- Technical Skills
  - Intermediate accounting and financial modeling skills
  - Ability to construct cash flow models with proficiency to manipulate/distill large amounts of data
  - Solid understanding of key financial analyses (ratios, bridges, sensitivity analyses, etc.)
  - Strong forecasting capabilities including integrated model (IS/BS/SCF/Debt)
  - Ability to write well and prepare presentation material
  - Strong organizational skills
  - Excellent understanding of Excel, PowerPoint, etc.
- Soft Skills
  - Ability to manage multiple competing priorities in a lean-team, results-based, interactive environment
  - Excellent interpersonal and communications skills in order to successfully interact with all levels of constituents and stakeholders
  - Comfortable organizing, synthesizing, and presenting data to team members and/or clients
  - Ability to quickly grasp understanding of client operations/processes/business objectives in order to deliver thereon
  - Comfortable in challenging and turbulent client situations
  - Proven exemplary work ethic
  - Ability to complete tasks with limited supervision
- Work Experience
  - 3-5 years work experience in accounting, corporate finance, restructuring advisory or management consulting. Ideal candidate will have turnaround experience from prior employment
  - BA or BS in accounting or finance
  - Demonstrated understanding of managerial accounting and relationships of income statement/balance sheet/statement of cash flows
  - Working towards or already have professional designations such as CPA/CFA
  - Additional business experiences a plus.
  - No relocation provided. Local candidates with direct experience will be given preference

Send cover letter AND resume to [careers@carlmarks.com](mailto:careers@carlmarks.com)