Our company is growing rapidly and is hiring for a corporate development associate. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for corporate development associate

- Negotiate with counterparties and intermediaries
- You will prepare presentations for team discussions among Senior Management and Board of Directors
- You will do Research and develop pipeline of target markets, technologies and potential target companies
- You will have the opportunity to be engaged into strategic orientation & commercial negotiations
- Is responsible for leading confirmed engagements/transactions on day-to-day basis and ensuring that all aspects of due diligence are accomplished properly and promptly
- Leads projects and works closely with operating company business leaders in executing transactions
- In conjunction with the team, develop and refine corporate strategy, including management of company-wide strategic planning activity
- Drive strategic market assessments and other strategic company initiatives
- Source and effectively negotiate successful outcomes for potential commercial partnerships, collaborations, distribution agreements
- Construct innovative, value-creating "win-win" deals to meet 10x's strategic and financial objectives

Qualifications for corporate development associate

- Ability to work on multiple projects and with various teams simultaneously
- Well organised and pro-active, ability to work on own initiative
- Experience with any related industry a bonus (Fashion / Supply Chain / Distribution)
- Minimum of 5 years of total work experience, with a background in investment banking, private equity, corporate development or strategy
- Comfort in interaction with donors or other high-level members of the community (Trustees, special guests)