



Example of Corporate Development Associate Job Description

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Our innovative and growing company is looking to fill the role of corporate development associate. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for corporate development associate

- You assist in preparing negotiations and heads of agreement
- Organic Growth – Work in partnership with platform and operating company leadership teams to anticipate future market trends, technology developments and product/service expectations, and translate them into value-creating growth opportunities
- Planning – Drive the platforms' EVA Planning processing through the creation of KPI dashboards and the development of reports and presentations in support of future goals, while identifying and making recommendations to mitigate gaps in execution strategies
- Work with the finance organization to develop short- and long-term financial strategies for potential strategic transactions, impact on dividends and risk-based capital
- This person will work within the M&A team to help project develop, manage, and coordinate processes
- Help research and assess various M&A targets and opportunities
- Supports initiatives in corporate strategy development
- Supports execution of components of the process by which the company and its business units develop their mid- to long-range plans
- Supports pipeline development
- Supports activities with internal and external partners to enable the company to develop relationships and secure business opportunities with prospective partners

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- University / College graduate with minimum 1 year of relevant experience
 - Creating financial analyses and evaluations
 - Executed a wide breadth of closed transactions, including large and / or complex deals (e.g., cross-border acquisition, acquisition of a public company)
 - Undergraduate degree from a top tier program required
 - Follow up on inbound marketing leads to identify potential sales opportunities
 - Research and build prospect accounts (add contacts, send emails, and make cold calls)