



ASSISTANT MANAGER/MANAGER (SME/MID-MARKET)

Want to work for Mango Advisors?

Mango Advisors is a boutique Investment Banking firm with headquarters in Mumbai and five regional offices across India. It is focused on Real Estate Vertical. It is growing the business for SME/MIDMARKET space (non-real estate – all sectors). It provides the following services on Real Estate side – Syndication (Equity/Debt), Land Intermediation services, Strategy Advisory & Asset Management. It provides the following services on SME/MID-MARKET side – Syndication - Traditional products (Working Capital/Term loan/non-fund limits), Structured Finance, Corporate Advisory, Equity Capital Raise. During the period of financial year 23-24 it plans to venture into setting up Asset Management Company to start a Real Estate Fund. In near future it plans to expand to a lending based fintech for Mid-market/SME'S. It is formed by senior erstwhile bankers & Investment Banker with extensive knowledge and experience of financing, fund raising and investments advisory.

The team has combined experience of over 5 decades in Real Estate financing and have executed transactions worth over ~INR 18,000 crores across key markets. The team has successfully executed transactions across all the services listed.

Read more about us:

<https://mangoadvisors.com>

<https://www.linkedin.com/company/mango-advisors/>

We are looking for people who:

- Have a strong bias for action (read deal making) and value speed with a combination of perfection (read goal orientation).
- Make decisions with this ethos: Customer > Company > Team > Me
- Thrive in a flat and open organization
- Are self-starters and have a natural tendency to own company and team goals (read – Greedy – greedy to learn and earn)

Why explore an opportunity at Mango Advisors?

1. Opportunity to work with fast growing Investment Bank early in the career. It is an investment bank backed by strong knowledge of sectors it operates, Strong relationships with clients and performance of almost a decade.
2. Flat organization structure allowing for wider exposure.
3. Culture of learning & goal orientation.
4. Dynamic and creative work atmosphere along with passionate teammates and great leaders to work with.
5. You'll be instilled with the value of hard work, ownership, and self-sustainability.
6. We give you the responsibility early in career.

Key Individual Growth areas:

1. Understanding of Lending Business
2. Create deep industry understanding
3. Foothold to Investment Banking

Job Location: Mumbai

Vacancy: 6 No.

Grade: Manager/Assistant Manager

Job Brief:

Business Development role – Prospecting and Acquiring New Client for SME/MIDMARKET through various channels Direct, Channels, Digital, Events Participation and Affiliations to Associations & Referrals.

Reporting to:

Team Head Client Acquisition/Relationship Manager (SME/MID MARKET - FINTECH)

Roles & Responsibilities:

- Identifying potential list of clients to acquire in SME/Mid-Market space.
- Prospecting and engaging with the identified list.
- Analysis of the Target Company/Sector
- Data Collection, Support preparation of Information Memorandum
- Communicating / Explaining the product / Services
- Handholding the client along with the RM through the entire lifecycle of the transaction.
- Identification of prospects for:
 - Debt syndication in structured finance
 - Term loans and Working Capital Solutions

Requirements, Desired Skills, and Experience

- Management Degree in Finance/ Marketing from Premier Management Institutions
- 1 to 4 years of experience working in business development roles in Financial services.
- Smart, Young, Self-Starter, Presentable, Understanding of Financial Markets, Ability to open new relations and work in a team.