

HEAD OF CORPORATE DEVELOPMENT AND M&A.

Our client is an international steel products manufacturer. We are looking for a Head of Corporate Development & M&A for their İstanbul Office. Successful profile we are looking for will have

At least 5-10 years of management experience preferably in steel industry,
Good understanding of the competitive environment in the steel industry,
Investment banking/Finance sector business relations in MENA,
Proven experience in supporting M&A deals,
Excellent written and spoken English.

Key Responsibilities:

Search and analysis of potential business partners/M&A targets for the company's development in the Turkish steel market, incl. according to the requirement specifications of company,
Development of proposals and recommendations for company development in the Turkish steel market including proposals for strategic partnerships/joint ventures with local market players and for M&A targets,
Leading negotiation process with the potential business partners in Turkey,
Leading and coordination of M&A projects (acquisition, JV) in Turkey,
Support for international M&A projects of company,
Search, analysis, and proposal for greenfield options of company development in Turkey
Support for strategic market research projects of company in the Turkish and MENA steel markets,
Leading greenfield projects implementation,
Negotiation and contracting for land/buildings acquisition/rent, Gaining government support for the projects where applicable, Coordination of the investment project implementation with local business partners,
Preparation of materials for review by company CEO, Management Board and Board of Directors.

Position Reference Code: M&A062020

To apply for the position and find out more, please send your CV to esperto@esperto.com.tr