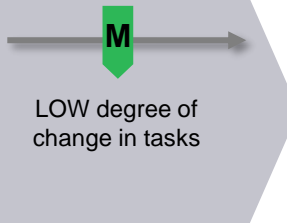


## 5 Job dashboard – Mergers and Acquisitions Manager (1/2)

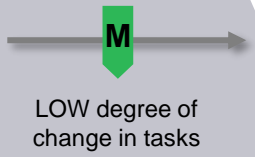
Trends impacting this role					Impact Assessment
Artificial Intelligence (AI) & Analytics	Blockchain	Changing Public/ Client Expectations	Cloud Computing	Workforce Challenges	
Cybersecurity	COVID-19	Move towards Outsourcing & Offshoring	Intelligent Automation		

### Responsibilities of the role today

**Today**, this job role is responsible for managing transaction activities, generating and supporting the business, conducting quality control, providing technical leadership as well as managing resources for the team. Job holders also oversee the process, which includes sourcing, financial modelling and evaluation of transaction opportunities.

Job tasks today	Impact at task-level/Future view of job tasks		Time horizon
Validate growth strategy proposals, and assess strategic fit of acquisitions or sales	M	<ul style="list-style-type: none"> <li>Analytics will enable job holders to draw insights from more sources of data and simulate multiple scenarios, which helps to enhance growth strategy proposals</li> <li>Subject matter expertise will continue to be required to assess strategic fit for acquisitions or sales</li> <li>Proposals will be stored in the cloud to facilitate efficiency of collaboration amongst teams and job holders need to ensure that the necessary plans are in place to mitigate cybersecurity risks</li> </ul>	<ul style="list-style-type: none"> <li>Short to medium-term</li> </ul>
Evaluate financial models and validate financing options for project and its financial feasibility	L	<ul style="list-style-type: none"> <li>Intelligent Automation and Analytics tools will support the development of financial models and job holders will need to rely on their technical knowledge, while understanding the business needs of clients, to evaluate the feasibility of options</li> <li>Job holders will need to account for COVID-19 and other external events that will impact model validation and scenario planning</li> <li>Identify areas to create value and work with relevant stakeholders to manage risks</li> </ul>	<ul style="list-style-type: none"> <li>Short to medium-term</li> </ul>
Participate in diligence discussions and provide advice regarding contractual matters	L	<ul style="list-style-type: none"> <li>AI will enable the analysis of historical and pro forma financial information and job holders will need to interpret and draw insights from the information to provide value-added advice and recommendations while protecting clients' interests</li> <li>Human intervention will continue to be required to handle complex cases and contractual matters</li> </ul>	<ul style="list-style-type: none"> <li>Short to medium-term</li> </ul>
Manage post-deal integration including planning and providing advice	L	<ul style="list-style-type: none"> <li>Human intervention will continue to be required to handle unique post-deal integration matters and to provide advice on consolidation plans, review financial reports and cash flow ratios</li> </ul>	<ul style="list-style-type: none"> <li>Short-term</li> </ul>

## 5 Job dashboard – Mergers and Acquisitions Manager (2/2)

Trends impacting this role					Impact Assessment
Artificial Intelligence (AI) & Analytics	Blockchain	Changing Public/ Client Expectations	Cloud Computing	Workforce Challenges	
Cybersecurity	COVID-19	Move towards Outsourcing & Offshoring	Intelligent Automation		

### Responsibilities of the role in the future

**Moving forward**, this job role will leverage insights from Intelligent Automation, Analytics and AI to make more informed decisions when providing advice and recommendations to clients. Human intervention is still required to manage complex M&A cases, contractual matters, generate business pipeline, provide technical leadership and manage resources for the team.

### Technical Skills (TSC) Required

• Benchmarking	Level 5	• Post-deal Integration Management	Level 5
• Business Acumen	Level 5	• Professional and Business Ethics	Level 5
• Business Development	Level 4	• Project Execution and Control	Level 5
• Business Negotiation	Level 5	• Project Feasibility	Level 5
• Capital Raising	Level 5	• Project Management	Level 5
• Conflict Management	Level 5	• Regulatory Compliance	Level 4
• Corporate and Business Law	Level 5	• Risk Assessment	Level 4
• Financial Analysis	Level 5	• Risk Management	Level 5
• Financial Management	Level 4	• Stakeholder Management	Level 5
• Financial Modelling	Level 5	• Transaction Due Diligence	Level 4
• Financial Statements Analysis	Level 3	• Treasury Management	Level 5
• Information Gathering and Analysis	Level 5	• Valuation	Level 4
• Macroeconomic Analysis	Level 5		

### Critical Core Skills (CCS) Required

• Communication	Advanced	• Problem Solving	Advanced
• Digital Fluency	Advanced	• Transdisciplinary Thinking	Advanced
• Global Perspective	Advanced		