


5 Job dashboard – Mergers and Acquisitions Senior/Mergers and Acquisitions Senior Executive (1/2)

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

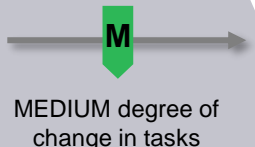
Responsibilities of the role today

Today, this job role is responsible for day-to-day operations, from a transaction perspective. Job holders manage M&A processes for client engagements. Job holders are expected to adhere to standards of ethics and maintain quality assurance.

Job tasks today	Impact at task-level/Future view of job tasks	Time horizon
Consolidate market insights and prepare proposals on financing options	M <ul style="list-style-type: none"> Analytics tools will be used to enhance market insights and data visualisation tools will be leveraged to present findings for deal origination opportunities Human intervention will still be required to structure information and storyboard for proposals in the most suitable manner to meet relevant stakeholders' needs Market insights and proposals can be stored in the cloud to increase collaborative efficiency and minimise the need for manual consolidation. Job holders need to be aware of cybersecurity risks to ensure that the right measures are in place 	<ul style="list-style-type: none"> Short to medium-term
Develop financial models and evaluate financing options including project risks	M <ul style="list-style-type: none"> Intelligent Automation enables faster data and information gathering while reducing the timeline for feasibility evaluation Analytics will enable various scenarios modelling (including COVID-19) for risk assessments. This enables a more data-driven approach to determine the feasibility of financing options 	<ul style="list-style-type: none"> Short to medium-term
Prepare analysis of financial information for diligence discussions with relevant parties and analyse deal specific matters	M <ul style="list-style-type: none"> Intelligent Automation will enable the identification of outliers while analytics tools will be used to improve algorithms, resulting in the ability to analyse more information during due diligence processes Repetitive and administrative tasks can be offshored to neighbouring countries, allowing job holders to focus on generating solutions and providing advice to clients 	<ul style="list-style-type: none"> Short to medium-term
Assist with strategy, planning and execution for post-deal integration including financial report preparation	M <ul style="list-style-type: none"> Analytics tools will support the preparation of financial reports, however, human intervention will remain necessary for understanding future liabilities, supporting negotiation discussions and reviewing financing options post-integration Changing client expectations will also require job holders to increasingly possess multi-disciplinary skills to meet evolving needs of the business environment 	<ul style="list-style-type: none"> Short-term

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Responsibilities of the role in the future

Moving forward, this job role will leverage technology such as Analytics and Intelligent Automation to derive data-driven insights, support information gathering and model various scenarios quickly. Human intervention remains necessary as job holders engage with clients to manage the M&A processes and review the outputs performed by offshore teams and technology tools.

Technical Skills (TSC) Required

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

Critical Core Skills (CCS) Required

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