



Subsector: Investment Banking

Job Family: Corporate Finance

Impact Level

Today, this role is responsible for the origination, structuring and syndication of clients' financial needs, including advisory, divestitures, capital raising, M&A, structured financing, project financing, etc.

Medium Impact

Consolidated Activities

	Today	Future
Relationship Management and Deal Origination	Execution requires networking to build relationships, and leveraging those networks to acquire information that is not publicly available.	Leveraging personal networks will continue to be critical. However, the process of searching for a buyer could be streamlined with automation, which would enable scanning through annual reports, press releases, and other sources to determine potential deal sources and leads.
Deal Structuring and Financial Modelling	Execution requires deep technical knowledge and a high level of judgment to handle bespoke and complex services.	Building on the success of automation of IPO processes via RPA embedded in digital platforms, banks are expanding this strategy to corporate mergers.
Syndication and Stakeholder Management	Execution requires personal networks and relationships.	While digital applications can be used to send instantaneous updates to clients on deal pricing, size and timing, the cultivation of relationships between stakeholders will continue to require human input.

In the next

3-5 years ...

There will continue to be opportunities to relieve some of the manual tasks that are part of this role. However, human input will remain critical as part of the valuation process.

Skills Differentiators:

- ▶ **Data Interpretation and Analysis:** Being able to analyse complex data sets, and have the ability to quickly draw insightful conclusions from the data are skills that will be essential for the job holder.
- ▶ **Lateral Thinking:** The job holder will demonstrate the ability to connect the dots using all the data available and analyse results, enabling the job holder to see the big picture of how different initiatives are brought together to improve decision making.
- ▶ **Global Perspectives:** As cross-border transactions happen regularly, a robust understanding of the global market/economy and the corporate landscape is important.
- ▶ **Analytics and Computational Modelling:** Despite automation, the job holder will continue to demonstrate solid financial modelling and valuation skills.
- ▶ **Influencing and Negotiation:** Impeccable negotiation skills will continue to be vital for this role to succeed.

