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GROWTH CAPITAL  
STRATEGIC ADVISORS  
REAL ESTATE

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Through its Professional Services and Investment Business Units, JPB Partners ([www.JPBpartners.com](http://www.JPBpartners.com)) Advises, Counsels, and Supports Entrepreneurs and Family-Owned Businesses through a Company's Life Cycle To Achieve its Vision, Strategy, and Goals.

We are seeking a seasoned professional to join our organization in the position of

**MANAGING DIRECTOR – JPB PARTNERS STRATEGIC ADVISORS (JPBPSA)**

**Location:** Columbia, Maryland

**Application Process:** Please see below.

**SUMMARY:** The individual in this position is responsible and accountable for securing and executing investment banking and advisory services assignments for lower-middle market clients with the goal of assisting owners and management to take their companies “to the next level” of results and achievements through the appropriate use of strategic planning, strategic advisory services, sell-side representation and/or buy-side representation, as appropriate.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:** reporting to the Senior Vice President of JPB Strategic Advisors, the individual:

- Drives business development activities to maintain a robust opportunity pipeline focused on target clients and core competency solutions with the objective of meeting both client goals and JPBPSA strategic and financial objectives. Sources new clients and engagements, and leverages existing client network to build additional relationships.
- Advises clients on strategic planning, mergers and acquisitions, sales and divestitures, buyouts, financings, debt restructurings, equity recapitalizations, infrastructure project finance, and other advisory initiatives.
- Researches prospective buyers/investors. Prepares appropriate offering materials. Conducts and coordinates the development of market research, financial analysis and client presentations for evaluating mergers and acquisitions and capital raising transactions.
- Executes transactions according to client needs and expectations including evaluation of offers, negotiation of deal terms, and oversight of legal documentation and closing.

- Manages, coaches, and mentors JPBPSA teammates and regularly evaluates staff members' performance in terms of achieving assigned objectives.
- Works with other members of the JPBP leadership and management team to ensure that JPBPSA meets all Federal, state and local regulations.
- Promotes the JPBP and JPBPSA brand by developing mutually beneficial relationships with clients, prospects, employees, strategic partners, suppliers and the appropriate public organizations and industry groups.
- Interacts with and promotes relationships with other JPBP Groups and portfolio companies.

**SUCCESS MEASURES:** The measures for success in this position are based on closing 2-4 merger and acquisition transactions per year that meet the needs and requirements of the clients and the goals and objectives for JPB Partners Strategic Advisors.

**POSITION REQUIREMENTS:** To perform in this assignment successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Education, Experience, and Certifications:**

Bachelor's degree in Accounting, Business, and/or Finance (Masters preferred); a minimum of ten years relevant position experience in mergers and acquisition and advisory services consulting. CPA, and/or CVA certification, and Series 6, 7, 63 and 79 licenses preferred. Has demonstrated leadership and management experience in financial/sales functions, and proficient technical knowledge of accounting, finance, and business.

**Knowledge, Skills, and Abilities:**

- a. Management and leadership skills to successfully perform the strategizing, planning, directing, reporting, and administrative responsibilities of the position.
- b. Business development skills required to develop and ensure a steady stream of clients and prospect opportunities for the Group.
- c. Consulting skills necessary to execute advisory assignments, including those necessary to determine client objectives and needs; to meet client needs and expectations; to analyze data and issues and report findings; and to produce solutions and recommendations that meet the client's goals and objectives.
- d. Ability to identify, analyze, negotiate, and integrate acquisition opportunities as required.
- e. Ability to effectively and succinctly present information, verbally and in writing, to business owners, top management, public groups, JPBP's executive team and employees.

- f. Ability to develop, analyze, and interpret financial reports, technical data and draft legal documents. Skill in defining and addressing problems, issues, and opportunities; collecting data; establishing facts; drawing valid conclusions; and implementing corrective measures where necessary.
- g. Ability to apply, interpret and explain an extensive variety of technical instructions in mathematical, financial, or diagram form.
- h. Ability to lead team to the successful achievement of client needs, requirements, and objectives.
- i. Skill in energizing teammates, to build consensus and to communicate strategic concepts and expectations.

**Working Conditions (ADA/OSHA reqs):** This position exposes the employee to:

- a. Equipment/tools: Computers, peripherals and related hazards; general office equipment.
- b. Deadlines, multiple priorities, stress.
- c. Travel to external business offices supporting job-related work.

Please No phone calls. Cover letter and resume should be sent to [hr@JPBE.com](mailto:hr@JPBE.com).