
INVESTMENT BANKING VICE PRESIDENT POSITION

FIRM OVERVIEW

Arlington Capital Advisors is a consumer-focused investment bank that specializes in providing premium consumer businesses with corporate finance advisory services. Arlington focuses on mergers and acquisitions, equity capital raises, debt capital advisory and other capital-centric strategic alternatives for businesses across the consumer sector with a specific focus and expertise in food & beverage, cannabis, restaurants, franchises and other multi-unit consumer concepts.

Recent clients include: SweetWater Brewing, Suite Management Franchising, Kneaders Bakery & Cafe, Lone River Ranch Water, College Hunks Hauling Junk, New Belgium, wagamama, BrewDog, Urban Plates, Beavertown, Bira 91, Stone Brewing, Velvet Taco, Ruby Tuesday, Cigar City Brewing, Twin Peaks, Victory Brewing, Kith Kitchens, Dogfish Head, Hooters, Pure Barre, Atlas Keg Company, Jim 'N Nick's Bar-B-Q, Abita Brewing, The Egg & I, Newk's Eatery, Taco Mac, Hickory Tavern, Zoës Kitchen, Planet Smoothie, Moe's Southwest Grill and other leading consumer brands.

Arlington Capital Advisors is an Equal Opportunity Employer.

JOB DESCRIPTION

Arlington Capital Advisors is seeking applicants for a Vice President role in the firm. The position will initially be based in Birmingham, Alabama and will require some travel, and options to work remotely (i.e., not in Birmingham) may be possible.

The VP role will help in all aspects of targeting and closing of new deals. The VP will participate in selling and pitching as well as driving day-to-day activities for client-related work, including in-depth analyses for complex transactions, transaction execution and the delivery of Arlington's investment banking products and services. The VP will provide direction on financial/valuation analyses to junior staff and review the work of associates and analysts.

SUMMARY RESPONSIBILITIES

- ✔ Participate in selling/pitching Arlington's services and products to clients and prospects
- ✔ Build and maintain relationships with client senior executives. Consistently exceed client expectations. Assume role of day-to-day client contact for questions, comments, inputs and deal related matters.
- ✔ Provide direction on financial/valuation analyses approach for valuing debt and equity. Serve as a sounding board for unique and creative approaches for analyses. Execute extensive financial/ valuation analyses for complex and high impact deals.
- ✔ Leverage expertise of products, industries, and finance/accounting topics to develop key themes for positioning of research/analytic deliverables.
- ✔ Suggest innovative approaches for due diligence, research and analysis efforts. Anticipate and address needs of senior team members and proactively identify probable deal issues, providing thoughts and perspective on resolution.
- ✔ Review all analyst and associate work for consistency, correctness and formatting, taking responsibility for client materials and reports.

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- ▼ Offer creative and insightful resolution to issues or problems arising in execution and origination.
 - ▼ Provide thought leadership to streamline processes and improve efficiency and effectiveness. Provide ongoing guidance and spot corrections to improve team efficiency.
 - ▼ Act as lead “on the job” trainer for associates and analysts, providing constructive feedback. Articulate the roles and objectives for junior team members. Share relevant deal/client context with the junior team. Provide motivation and guidance for the team.
 - ▼ Actively participate in recruiting and training activities.
 - ▼ Ensure all activities follow applicable rules, regulations, policies and procedures.

RECOMMENDED QUALIFICATIONS

- ▼ Bachelor’s Degree required; MBA preferred
- ▼ Prior investment banking experience required; 4+ years’ experience, with at least 1 being at the Vice President level strongly preferred
- ▼ Prior consumer industry experience and knowledge strongly preferred, with a particular focus on food & beverage, restaurants/multi-unit and cannabis
- ▼ Commitment to excellence and a strong desire to win
- ▼ Ability to lead transaction processes and pitch new business with moderate oversight
- ▼ Effective leadership and coaching skills
- ▼ Ability to manage multiple projects simultaneously
- ▼ Ability to adapt to new tasks with little notice
- ▼ Superior mathematical, writing, verbal and computer skills
- ▼ Expertise in accounting and finance
- ▼ Detailed oriented with deep analytical abilities
- ▼ SIE Exam, Series 79, and Series 63 must be acquired within 150 days of employment
- ▼ Applicant must be eligible to work in the United States

Qualified applicants should send a cover letter and resume to:
recruiting@arlingtoncapitaladvisors.com