



## MANAGING DIRECTOR, INVESTMENT BANKING

Westlake Securities is a middle-market investment bank founded in 2003 and headquartered in Austin, Texas. We are a fast-growing boutique firm with an entrepreneurial, nimble culture of managing directors and associates.

2021 was the firm's most active year to date with 12 transactions across sell-side, buy-side and capital raise engagements and varying industries (in CPG, food & beverage, industrial, manufacturing, business services, healthcare and tech). 2022 appears to be just as active.

Our team operates at and expects high level performance and strives to always deliver superior execution and results to our clients. We are looking for Managing Direction with strong transactional experience, an interest in working across multiple industries and a high desire to succeed.

For more information, please visit: [www.westlakesecurities.com](http://www.westlakesecurities.com)

### Job Purpose/Summary

Westlake Managing Directors lead and manage a variety of transactions across industries, including mergers and acquisitions, private placements of debt and equity, refinancing and leveraged buyouts, among others. Key responsibilities include:

- Lead and manage all aspects of buy-side, sell-side and capital raise transactions and assist in closing of current deals
- Manage, maintain and build client and industry relationships
- Perform due diligence process, research and materials for each transaction you manage and work on
- Work with and oversee models/research/analysis of Westlake VP and analysts
- Network throughout industry to develop and build industry relationships; Actively bring in new business

### Requirements/Qualifications

- The ideal candidate will currently hold a Director position or equivalent
- 8+ years of investment banking / M&A or related experience



- MBA preferred, plus degree in Finance
- Strong investment banking skills including extensive transactional experience
- Ability to work independently, manage workload and handle multiple projects
- Highly detail oriented with strong work ethic and organizational behavior
- Expertise in MS Excel, PowerPoint and Outlook (creating spreadsheets, building charts/graphs, using advanced formulas and utilizing pivot tables)
- Expertise in complex financial modeling and prepared to oversee and managed model development; ensure accuracy and the highest quality of product
- FINRA licenses (or the ability to pass these tests within a reasonable time period)

Location: Austin, San Antonio, Dallas, Houston and/or Surrounding Areas

Position reports to: Westlake CEO

Contact: [info@westlakesecurities.com](mailto:info@westlakesecurities.com)

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*Westlake Securities is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, gender identity, sexual orientation, protected veteran status, or any other characteristic protected by law.*