

Manager – London

Introduction

Sumitomo Corporation Europe Ltd is a subsidiary of Sumitomo Corporation, a world leader in integrated trading and investment. We have access to a global network of more than 75,000 people across 66 countries. We take great pride in our technical know-how and operational ability, which is combined with a drive to keep customer service at the heart of what we do. To achieve this, we recruit high calibre individuals, we invest in their training, and give them accountability and responsibility as soon as they are ready. Find out more: www.sumitomocorp.com/en/jp/about.

Role

As a member of part of the Business Development Department of SCEU Metal Products Unit, this role will provide support for all M&A as well as investment activities. This includes managing the existing group companies, identifying new investment opportunities, preparing investment applications, conducting due diligence and PMI and secondment to invested companies. In line with the Metal Products Unit's vision, this role will provide more value to our business by developing digital solutions and technologies. This role will support the joint ventures and startups related to SCEU Metal Products Unit.

This role will report into the Department General Manager of the Business Development Department.

Scope

- Support creation of commercial models and business plans for investment opportunities
- Evaluate the target company's market position, competition and growth prospects
- Negotiate the terms of the shareholders' agreement, including key terms and valuation
- Establishment of internal application documents presented to the investment committee
- Execution of due diligence and PMI as a member of the project team
- Communication with internal and external stakeholders, including business trips within Europe
- Evaluate the value proposition of digital technology and support to create their use cases
- Support the product development and implementation of Agentive software
- Supervise staff who work for the Agentive project and have direct reports on the progress of the project
- Potential secondment to a joint venture which launches SaaS business.

Qualifications/Skills/Personal Qualities

Qualifications:

- Bachelor's degree in business, finance, economics, or a related field

Skills:

- Digital project management
- Analytical skills
- Strategic thinking

- Proficient in MS Office
- Excellent time management and organisation skills
- Excellent communication and negotiation skills.

Personal Qualities:

- Adaptability
- Leadership
- Team player
- Resilience
- Integrity and ethical standards.

What We Offer

Company benefits include group pension scheme, private health insurance and free leisure centre/gym membership to name but a few.

To Apply

Please complete the Candidate Application Form (found on the vacancies page www.sumitomocorp.com/en/europe/sceu/career/current-vacancies) and send the form along with your CV to recruitment.sceu@sumitomocorp.com.