

Senior Business Development Executive – 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

This role will work within the SCEU Steel Business Unit Business Development & Planning Department with a focus on (1) finding and delivering new investment opportunities for SCEU Steel Business Unit as well as (2) monitoring and enhancing existing SCEU Steel Business Unit investments.

Scope

- Business Development & Investment. An active team member working on the SCEU Steel Business Unit 'new business' strategy which is set by managements of Steel Business Unit and Business Development & Planning Dept. This will involve:
 - Looking for and evaluating investment opportunities for SCEU Steel Business Unit (investment screening)
 - Supporting to creation of commercial models and business plans for investment opportunities.
 - Evaluate the target company's market position, competition, and growth prospects.
 - Evaluate the value proposition of digital technology and support to create their use cases.
 - Negotiate the terms of the shareholders' agreement, including key terms and valuation.
 - Establishment of internal application documents presented to the investment committee (depending on the size of the investment, this work may include leading and coordinating the team creating the document).
 - Be part of the working deal team to deep dive into due diligence on investment opportunities, including but not limited to advisor coordination, valuation, investment committee paper preparation, support of shareholder agreement / share purchase agreement negotiations and preparations.
 - Be part of the Post Merger Integration (PMI) team, taking a role in the PMI team delivering the investment 100-day plan.
- Group Company Management:
 - Monitor a selection of relevant existing invested subsidiaries and affiliates of SCEU in order to keep them growing and profitable through budget control and decision-making for Material Decision Items ('MDI') matters, including preparation of analysis of applications where needed as well as handling of internal applications for such procedures.

- General Dept. Activity:
 - Obtain and explore market information and report information clearly and precisely to management of SCEU Steel Business Unit and SC Tokyo.
 - Identify department operational improvement opportunities on a continuous basis and propose positive changes for improvement to the wider team. Manage the implementation of the improvements.
 - Other general dept. support as required.
- Travel to meet Target Companies, Group Companies, Advisors, Customers, Suppliers & Seminars. Travel mostly within Europe & Japan required for approximately 10% of working time.

Qualifications/Skills/Personal Qualities

- University Educated, or equivalent experience – following degrees preferred: Management & Business Administration, Finance, Accounting, International Tax, Law, Treasury, Economics or Engineering/Metallurgy related field.
- Advanced skills in Digital data technologies – Master of Science preferred but not essential.
- Project or program management certifications preferred but not essential.
- Advanced excel skills – excel modelling skills and experience essential.
- Good understanding of international commercial business essential.
- Comfortable in dealing with senior management.
- Analytical nature and inquisitive mindset.
- Able to travel within Europe, Japan.

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.