

Graduate Analyst: Accelerated Business & Asset Sales

About the Company

Hilco Global, a subsidiary of ORIX Corporation USA, is a diversified financial services company that delivers integrated professional services and capital solutions that help clients maximise value and drive performance across the retail, commercial industrial, real estate, manufacturing, brand and intellectual property sectors, and more. Hilco Global provides a range of customised solutions to healthy, stressed, and distressed companies to resolve complex situations and enhance long-term enterprise value. Hilco Global works to deliver the best possible result by aligning interests with clients and providing strategic advice and, in many instances, the capital required to complete the deal. Hilco Global is based in Northbrook, Illinois and has more than 810 professionals operating on four continents.

Hilco Appraisal Limited (www.hilcovs.co.uk), a subsidiary of Hilco Global, is one of the world's largest and most diversified business asset appraisers, field examiners and valuation advisors. We provide expertise in a wide range of asset classes including Accounts Receivable, Inventory, Plant & Machinery, Real Estate, and Enterprise Valuation. We have delivered valuations across all industries and have provided services from Lending and Financial Reporting to Enterprise Planning and Litigation Support.

Job Brief

We offer the opportunity to join a high-performing team of experienced professionals in our Accelerated Business & Asset Sales (ABAS) team, based in our London office, to support with our disposal projects across a wide range of industries. The successful individual will be provided with the appropriate training to support all aspects of transactions from origination to execution, with potential to assist with valuation exercises.

Responsibilities

- Information gathering – performing desktop research, participating in calls with subject companies / clients and reviewing business documentation;
- Market research – conducting market research on potential buyer profiles, competitive landscape, and industry sales and acquisitions;
- Sales marketing – creating attractive marketing materials, populating data rooms, handling inbound enquiries and due diligence requests, arranging calls between key stakeholders and potential buyers, and providing updates to clients / advisors;
- Sales execution – assisting and negotiating with potential buyers to secure the best offers, drafting letters of recommendation, heads of terms and other supporting documents and liaising with legal representatives, advisors and clients to support the smooth completion of the sale; and
- Valuation assistance and reporting – assisting with the valuation of business assets, coordinating between other Hilco teams/offices in relation to the valuation of tangible and intangible assets and assisting with drafting high-quality valuation reports.

Skills & Experience

- Educated to university degree level or equivalent;
- Excellent verbal and written communication skills;
- Demonstrated analytical and presentation skills to include competent use of Microsoft Excel and Powerpoint
- Demonstrated project management skills,
- Effective time management and organisation;
- Ability and willingness to thrive in a fast-paced business environment handling multiple projects;
- A positive and proactive attitude with a strong desire to work as part of a team; and
- Industry experience is desirable but not required.

What does Hilco offer?

- Competitive salary and excellent long term prospects;
- Market leading consultancy in the restructuring sector
- Introduction to a diverse range of sectors and industries;
- Dynamic and ever-changing working environment;
- Engaging projects, often in a high-profile context;
- Collaboration with colleagues from other specialities across various disciplines;
- Opportunities for professional growth and development;
- Commitment to diversity, equity, and inclusion;
- Supportive, friendly and flexible working environment
- Comprehensive benefits package including pension, private medical insurance, group income protection and life assurance
- Ride to Work scheme, Techscheme and Benefits hub for discounts on shopping and experiences, interest free season ticket loan
- 25 days' holiday per annum