



Job Title: Corporate Development Associate

Company Overview:

Aero Fleet One is a venture-capital-backed fund doing domestic and international acquisitions and partnerships. It is renovating the aerial services industry by acquiring aerial application companies in order to integrate automation technology into the operations. Vision-driven, the company is looking for future-focused individuals to join its team.

Position Description:

Aero Fleet One is seeking an experienced professional to spearhead its Merger and Acquisition efforts as it begins a roll-up of aerial application businesses. The ideal candidate will be highly knowledgeable about M&A and due diligence and skilled in deal analysis. This person will need not only the understanding required to analyze potential acquisitions but also the communication skills required to effectively advise the executive team.

Key Responsibilities:

Objectives:

- Plan, research, evaluate, analyze, and advise
- Responsible for due diligence efforts

Duties:

- Comparable multiple analysis in the target market using internal and external market research
- Develop an M&A road map
- Design an industry-tailored due diligence checklist
- Describe the ideal target company and create a target list
- Draft deal options and buyout formulas
- Do most of the preliminary research for potential deals

- Review the fundamentals of each prospect and evaluate their financial statements
- Study the operations of prospective companies
- Analyze how each company might fit into the portfolio to further the overall business plan
- Understand competition and market share possibilities, and project individual growth in light of industry trends
- Analyze data, present information strategically, and advise the executive team during the valuation, negotiation, and decision-making processes

Skills and Qualifications:

Required:

- Background in Investment Banking Analysis, Private Equity Management, or Accounting
- Multi-year experience with M&A, especially sell side, preferably buy side as well
- Experience building and working with data rooms

Preferred:

- Education in accounting, economics, finance, or mathematics
- Experience with agribusiness, aviation finance, law, IP licensing, upper stats
- Experience doing business in North, Central, and South America
- Certified financial analyst credentials

Expected:

- Very strong analytical, decision-making, problem-solving, and investigative skills
- Excellent communication and interpersonal skills
- Global market knowledge
- Good business understanding and intuition

To apply for this position, please email your CV and cover letter to destiny@aerofleetone.com.