

## Senior Investment Banker

Lake Street Capital Markets, LLC - Greater Minneapolis-St. Paul Area



### Job Description

The Senior Investment Banker will serve in a key leadership role within the Investment Banking group. His or her primary role will be generating new business for the firm as well as managing existing client engagements, closing current transactions, establishing new relationships with clients and corporate partners and overseeing the production of junior banking staff. He/she will be assigned a wide variety of projects and will be given added leadership and responsibility as experience and capabilities permit.

### Responsibilities

- Create and manage new deal flow and originate new client engagements that fit the strategy of the firm
- Lead outreach and business development opportunities and market full range of services to prospective clients
- Establish and maintain relationships with potential referral sources in order to generate deal flow opportunities
- Lead on a variety of transactions in all stages, from initial client pitch to transaction closing
- Communicate regulatory, financial information and complex strategic issues in a clear, concise manner to assist and guide decision-makers in corporate finance transactions
- Ensure quality of client deliverables by demonstrating extraordinary attention to detail
- Guide and manage execution teams on day-to-day execution of deals
- Provide leadership, professional development and mentoring for junior banker staff
- Serve as internal and external thought leader by participating in key industry conferences and other events to generate exposure and build brand

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### Desired Skills & Experience

#### Qualifications

- Minimum 8 years experience at boutique or regional investment bank with demonstrable transaction execution experience
- Demonstrated experience with managing day to day aspects of client relationships and projects
- Previous success and proven track record in new business development and closing investment banking transactions (book of business contacts)
- Deep understanding of the capital marketplace, including deal multiples, pricing, structure, potential financing sources and buyers, and an ability to develop capital-raising strategies and execute upon those strategies
- Significant client interaction and experience, particularly showing the ability to develop strong and influential client relationships
- Demonstrated ability to manage and direct an investment banking team
- Willingness and ability to travel
- Bachelor's or Master's degree in Finance, Accounting or Economics or an MBA
- The FINRA Series 7 and 79 will be required.

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### Company Description

Lake Street Capital Markets is a growing research-powered investment bank focused on select, high-growth companies and sectors of the economy. Our research enables institutional investors to understand emerging secular trends and identify innovative companies best positioned to capitalize on them. Lake Street provides companies with access to capital and helps build relationships to drive long-term growth. At the core of everything we do is our commitment to providing informed advice and exceptional service to our clients.

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