

Graduate to Associate Director: Accelerated Business & Asset Sales

About the Company

Hilco Valuation Services (www.hilcovs.co.uk) is one of the world's largest and most diversified business asset consultants. We provide expertise in a wide range of asset classes including Plant & Machinery, Real Estate, Intellectual Property, Accounts Receivable, Inventory Equity and Enterprise Valuation. Hilco delivers agency and valuations across all industries and is the market leading 'accelerated business and asset sales' (ABAS) agent in the insolvency & restructuring market.

Hilco Valuation Services is part of Northbrook, Illinois based Hilco Global (www.hilcoglobal.com), the world's leading authority on maximising the value of business assets by delivering valuation, monetisation and advisory solutions to an international marketplace. Hilco Global operates more than twenty specialised business units.

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 full range of disposition projects across all industries. The successful individual will support all aspects of transactions from origination to execution, and assist with valuations.

Responsibilities

- **Information gathering** – reviewing business documentation, performing desktop research and conducting calls with subject companies;
- **Due diligence** – identifying key assets, the potential market and financial or operational issues that could impact the business/asset sale;
- **Market research** – analysing market demand, competitive landscape, and potential buyer profiles to develop a targeted marketing and sales strategy;
- **Valuation assistance and reporting** – assisting with the valuation of business assets, coordinating between other Hico teams/offices in relation to the valuation of tangible and intangible assets and assisting with drafting high-quality valuation reports.
- **Sales marketing** – developing marketing strategies, creating attractive marketing material, populating data rooms, handling inbound enquiries and due diligence requests, arranging calls between key stakeholders and potential buyers, and providing updates to key stakeholders / advisors; and
- **Sales execution** – negotiating with potential buyers to secure the best offers, providing letters of recommendation to clients, drafting heads of terms documents and liaising with legal representatives and clients to support the smooth completion of the sale.

Skills & Experience

- Educated to university degree level or completed school leaver / apprenticeship program
- 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 attitude and desire to work as part of a team

- 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