

Fordewind is a fast-growing technology-focused investment company engaged in alternative asset management (SME lending, venture capital) and financial advisory (mergers and acquisitions, capital raising, private placements, project and mezzanine financing). Founded in 2017, the company has offices in Dubai (UAE), Moscow (Russia), and Almaty (Kazakhstan).

We work with high-net-worth individuals, institutional investors, corporations, and small and medium enterprises.

Striving for excellence in every aspect of our work and protecting our clients' best interests, we value initiative and openness while maintaining an entrepreneurial culture. Our core strength is a team of 20+ seasoned professionals with outstanding academic backgrounds and extensive experience in the investment industry (ex. J.P. Morgan, UBS, VTB Capital, Sber CIB).

We are looking for a Director of Investment Banking who will manage relationships with key clients, lead complex financial transactions, and develop the team, contributing to the firm's growth and profitability. This position requires exceptional expertise in financial markets, mergers and acquisitions (M&A), capital raising, and strategic advisory.

Responsibilities:

- cultivate and maintain relationships with corporate clients, private equity firms, institutional investors, and other stakeholders;
- identify market trends, investment opportunities, and emerging sectors for strategic client engagements;
- lead complex transactions, including M&A, Pre-IPO, equity/mezzanine/debt financings, and restructuring, acting as either a sell-side or buy-side advisor;
- ensure seamless execution of transactions, managing due diligence, structuring, negotiation, and closing;
- mentor and develop junior and mid-level professionals, fostering a culture of excellence and collaboration;
- oversee project teams, ensuring high-quality execution and adherence to deadlines;
- participate in talent acquisition and career development initiatives;
- represent the firm at industry conferences, networking events, and client meetings.

Requirements:

- 5+ years of relevant experience in investment banking (Bulge Bracket banks, investment boutiques, private equity), with a proven track record of leading large-scale transactions;
- top academic performance, with preference given to candidates with a strong background in mathematics/economics (HSE, NES, MSU, MIPT);
- deep understanding of financial markets, valuation techniques, financial modeling, and transaction structuring (CFA, ACCA, CAIA is a plus);
- exceptional analytical, negotiation, and leadership skills;
- experience managing teams of varying seniority levels;

- excellent communication and presentation skills, with the ability to influence and build trust at all levels;
 - fluency in English.
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What We Offer:

- competitive salary and performance-based bonus system;
- high level of independence and significant career growth opportunities;
- flexible and startup-like working environment with a motivated and experienced team;
- opportunity to generate new investment ideas and build your own investment portfolio in the private equity sector.

Please, send your CV to e.lapteva@fdw.ru
Email title – “IB Director | Fordewind”