

About H+K

H+K International is a leading global supplier of stainless-steel kitchen equipment to the foodservice industry with a long-established reputation for quality products, precision manufacturing, and exceptional customer service. H+K delivers flexible, value-driven restaurant equipment solutions to major customers in North America, Latin America, Europe, Australia, and Asia.

Summary

The role requires outstanding analytical and advisory skills, commercial thinking, corporate M&A skills, the ability to plan, manage and deliver projects independently, excellent communication/influencing skills and the ability to build and support strong relationships within the senior leadership team.

Essential Functions

- Researching market conditions and developments.
- Devising M&A strategies, identifying sectors and companies that might be viable business targets.
- Conducting financial due diligence.
- Carrying out financial modelling that supports the assessment of M&A opportunities.
- Communicating ongoing activities with the Chief Development Officer and coordinating follow-up items as appropriate.
- Presenting findings and pitching investment opportunities at Executive Team and Board Meetings
- Analyzing, assessing, and communicating to the Executive Team and Board of high-level business impacts and risks.
- Being the project manager of transactions, including the negotiation of terms and fund raising proposals.
- Ensuring all the regulatory aspects of a transaction have been considered.
- Leading the transaction process from A to Z, including operational due diligence, synergy review, “day-one” readiness assistance, and post-merger integration.
- Building and maintaining productive relationships with our target companies and related networks.
- Managing cross-functional teams through the transaction process.
- Direct outside advisors and consultants when required.

Qualifications

- Able to quickly understand the business, its key drivers, and issues.
- Comfortable with conducting both primary (interviews, surveys) and secondary (desk-based) market research.
- Strong competencies in financial modelling, valuation, due diligence, and post-merger integrations are required, as well as strong working knowledge of accounting.
- You will have excellent analytical skills, being able to digest large amounts of data (numerical and text), identify the key issues and present these in a concise and clear manner to non-subject matter experts.
- Able to deliver ‘client-ready’ (accurate, consistent, polished) output in PowerPoint, Excel and Word format that clearly communicates key messages.
- Strong analytical person
- Strong Collaborator



- Possess a high level of integrity.
- Collaborative – able to lead deliverables and collaborate across the team.
- Independent ownership of projects and deliverables is a pre-requisite.
- Can adapt and fit into a supportive and team oriented culture
- Possess outstanding interpersonal and communication skills and have the confidence to liaise with and time-manage executive management team.
- Implementation oriented: recommendations grounded in reality, willing to roll-up-sleeves and get hands dirty as required.

Education, Experience, and Knowledge Requirements

- Business degree from a highly ranked university, MBA from leading business school is preferable.
- 5+ years strategy consulting or M&A experience
- Must have completed either or both commercial due diligence and client-based corporate strategy engagements.
- M&A execution and valuation modelling experience gained in a corporate team.
- Experience in M&A/management consultancy but we will consider candidates from a wide range of professional backgrounds.
- Experience of working with and managing the expectations of a diverse range of stakeholders.