

Company	Seabury Maritime Finance
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Position	Maritime Advisory Associate
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Location	New Jersey
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Job Description

This role will support and at times lead work streams for advisory services in the Maritime, transportation, and logistics industry. The advisory services activities will be wide ranging, including, operational planning, business planning, fleet advisory, economic impact analysis, due diligence, public private partnership transactions, and infrastructure advisory.

This role will support business intelligence on advisory opportunities, potential and existing clients, competitors, partners, trade associations, trade data, and industry trends.

The Associate will be assigned a wide variety of projects and given as much responsibility as the incumbent's experience and capabilities permit, including interfacing with client's senior management team.

Responsibilities:

- Conduct and/or support advisory work streams as required by client scope of work agreements or engagement letters
- Complete industry and company research, quantitative analysis and valuation analysis
- Developing and maintaining complex financial and operational excel models
- Monitoring port market sector procurement requirements, capacity, volume, and economic impact
- Participating in business development including business solicitation, researching of potential target companies, and creating marketing and pitch materials
- Participating in client meetings and workshops
- Supporting the drafting of advisory documentation including information memoranda, teasers, management presentations, process documentation, and diligence Q&A.
- Supporting due diligence processes

Experience:

- Thorough knowledge of maritime, transportation, and logistics operations encompassing carriers, ports, and terminals
- Excellent Microsoft Office Excel, PowerPoint, and Word skills and experience. Access or other database tools experience a plus.
- Strong communication skills (written and verbal)
- Highly motivated self-starter able to work within a close knit team environment and also work independently with limited guidance
- A critical thinker who can quickly and accurately evaluate and analyze companies and financial information
- A fast-learner who can quickly understand new information and take appropriate actions
- Exceptional attention to detail

Requirements:

- Must have Bachelor's Degree in Maritime Operations or Logistics with a strong academic record. US/Sate Maritime or US Military academies a plus.
 - Master's Degree preferred in Economics, Business Administration or similar field of study
 - 2-4 years of Maritime, Transportation or Logistics Industry experience
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Company Information:

Seabury Maritime Finance is part of Seabury Capital and provides focused investment banking advisory services relevant to the broad diversity of the global maritime industry, from vessels and vessel owning companies, to suppliers and logistics and technology providers. In combination with other Seabury Capital units, Seabury Maritime Finance offers financial and strategic advisory services focused on maritime industry participants that are looking to transform their own business or the industry.

Our Maritime practice is experienced in focused range of services:

Capabilities:

- Sell-side advisory
- Buy-side advisory
- Spin —offs/corporate carve-outs
- M&A due diligence for financial sponsors
- Business valuations
- Capital raising (venture capital, equity, debt, project finance)
- Business Strategy and Repositioning
- Restructuring advisory

Coverage Segments:

- Shipyards
- Ports and terminal operations
- Offshore energy industry
- “Jones Act” and US domestic shipping
- Logistics providers and industry participants
- Maritime equipment suppliers
- “Blue water” maritime

Please send a cover letter and resume to careers@seaburycapital.com

<http://www.seaburycapital.com/our-businesses/investment-banking-advisory-services/seabury-maritime-llc/>
