

## BUSINESS ANALYST ROLE OUTLINE

Business Analysts work across our Valuation Teams, working on M&A and Restructuring & Bankruptcy IP valuations for our global client base. We work with well performing clients and others in financial difficulty. In each case we learn how each client both recognises and exploits their IP assets.

### Responsibilities within the first twelve months include:

- Carrying out corporate research
- Carrying out IP and commercial due diligence
- Financial and risk rate analysis
- Participating in and eventually managing IP information discovery calls with clients
- Performing IP valuation calculations, utilising various recognised IP valuation techniques
- Drafting IP valuation reports and client proposals

### Other responsibilities on an ad hoc basis include:

- Managing client communications
- Attending valuation/marketing events

### Essential qualities we are looking for include:

- A commitment to learn about business analysis and IP valuation and the specialist services we offer
- Excellent written & verbal communication skills
- Attention to detail and the drive to learn the rigor required to deliver our professional services
- Strong analytical and research skills
- Solution-focused and resourceful, with a “can-do” attitude
- Ability to work remotely and independently for periods of time and remain engaged and focused

### Nice to have qualities include:

- Commercial and financial awareness in a client-facing role
- Prior experience within a dynamic business environment and/or professional service
- Genuine interest in IP, technology and business

### Essential academic attributes:

- Evidence of strong academic achievement preferably in a relevant degree such as Business, Accounting, Maths, Finance & Economics