
Title: Manager of Corporate Development & Analysis

Company Overview

People 2.0 (www.people20.com) offers global Employer of Record (EOR) and Agent of Record (AOR) services tailored to serve two distinct client channels: Market Makers in talent and Independent Contractors.

The “Market Makers in talent” channel is comprised of services that match supply and demand for talent and consists of four segments: staffing agencies, search and recruiting firms, mass talent procurement services and consulting/compliance/contracting organizations. By utilizing People 2.0, Market Makers gain the benefit of adding EOR and AOR deployment options to the talent placement services they provide.

The universe of “Independent Contractors” consists of professionals and workers who contract for work either as an individual or through a form of personal incorporation. People 2.0 supports Independent Contractors by unburdening them from all administrative aspects of their deployment arrangements.

Headquartered in the USA, near Philadelphia, PA, People 2.0 ranks among the largest independent workforce deployment platforms in the world. Services are provided through in-country establishments in 40 countries spread across three regions - the Americas, EMEA and Asia Pacific. People 2.0 is majority owned by TPG Growth, the growth equity investment platform of TPG, one of the most prominent investment firms in the world, with the remaining equity being held by CIP Capital and People 2.0 management.

Position Overview

The Manager of Corporate Development & Analysis is a highly visible position at People 2.0, reporting to the Director of FP&A and focused on identifying acquisition opportunities, conducting thorough valuation / business case modeling, and supporting all deal-related functions. This individual will be an essential member of a high-impact team within a fast-paced, growth-oriented culture providing critical support for the full M&A deal cycle.

Specific Responsibilities

- Partner with People 2.0’s management team and sponsor in evaluating companies for acquisition
- Build multi-year investment models including financial projections of standalone target companies, cost and revenue synergies, and valuation sensitivities
- Make recommendations on deal structure and transaction terms
- Assist and coordinate in financial and business due diligence efforts, partnering with external firms for quality of earnings engagements, and integration planning
- Lead the valuation and financial modeling effort on all potential deals
- Analyze and evaluate cost and revenue synergies of targets, synthesizing analysis, findings, and recommendations into executive presentations for the senior leadership team and Board of Directors
- Serve as a point person for due diligence, and assisting in the developing an integration plan for closed acquisitions
- Be a valuable resource to the leadership team and assist in ad hoc internal corporate finance initiatives such as FP&A and other business analysis projects

Skills and Qualifications

- Bachelors’ degree in Accounting, Finance or related discipline required, Master’s degree a plus
- At least 5 years of relevant experience; ideally from investment banking, private equity and/or corporate development; experience in the talent procurement sector (Staffing, Recruiting, EOR/AOR) and/or business services is a plus
- Superior financial modeling and analysis skills with strong attention to detail
- Ability to build business cases supported with quantitative and qualitative analysis

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- Highly motivated, high impact, self-starter with the ability to manage multiple high-intensity workstreams concurrently
- Excellent presentation/communication skills, with the ability to distill complex analyses into executive-level insights and recommendations
- Excellent written, verbal and presentation skills
- Highest ethical standards, excellent judgment, and personal/professional integrity; discretion in handling confidential information
- A track record of taking ownership over projects and helping them succeed
- Comfortable with advanced quantitative and qualitative data analysis and reporting on results
- Highly collaborative and have experience working with cross-functional teams to execute transactions
- Ability to work effectively in a team environment; demonstrated ability to develop team members.
- Excellent written and presentation skills coupled with strong interpersonal and team-building capabilities across different functional areas.
- Strong computer skills including Microsoft Office applications as well as Tax accounting, preparation, and research systems.