Manager, Strategy and M&A

Overview

Our client is a private equity owned aviation services platform with operations and real asset infrastructure across Canada. Reporting to the Vice President, Strategy and M&A, the Manager, Strategy and M&A will be a core member of a small, high-visibility team that supports the company's growth agenda, capital allocation decisions, and financial planning processes. The successful candidate will support live M&A transactions, underwrite infrastructure and real estate investments, and help build the analytical foundations of a scaling organization. The role blends strategic insight, financial modeling expertise, and cross-functional leadership, with direct exposure to the executive team and the company's financial sponsor.

The role offers the opportunity to own live transaction and capital project workstreams from the outset, with a clear path to leading processes end-to-end, and to shape the growth strategy and decisions of a scaling, sponsor-backed platform.

Key Responsibilities

M&A and Corporate Development

- Support end-to-end M&A processes, including target identification, valuation and modelling, due diligence execution, deal structuring, and post-close integration, and prepare associated documentation (investment memo, due diligence reports etc.).
- Coordinate with external advisors (legal, financial, tax, and technical advisors) during diligence, and support on operational and commercial due diligence.
- Research and identify acquisition opportunity that align with strategy, maintain the acquisition pipeline and lead the initial evaluation of opportunities.

Capital Allocation and Financial Modeling

- Build sophisticated financial model and prepare investment memos to evaluate capital projects and strategic investment related to infrastructure development (such as hangars, terminals, FBO facilities, fuel infrastructure, and other aviation infrastructure).
- Act as a finance business partner to the executive team, bringing a financial lens to cross-functional operating and commercial business case, and supporting the evaluation of capital allocation decisions, to ensure they align with strategic priorities and deliver strong returns.

Strategy and Market Intelligence

- Support the development and refinement of the company's long-term strategic roadmap and annual planning process.
- Conduct market and competitive research, track relevant industry trends and transaction to inform strategic priorities.

Financial Planning and Analysis

- Lead monthly executive reporting, quarterly board materials, and sponsor updates, translating performance into clear a clear business narrative and insights.
- Drive the budget and rolling forecast processes with full exposure across the P&L, balance sheet, and cash flow.
- Support the finance team in development of scalable FP&A tools and processes to improve financial visibility and reduce manual reporting efforts.

Qualifications

- 4–6 years of experience in investment banking, private equity, infrastructure or real estate investing, corporate development, transaction advisory, or management consulting.
- Strong and demonstrated expertise in financial modeling, valuation, and capital project analysis; experience with infrastructure project modelling is a plus.
- Exposure to M&A processes and/or real asset transactions (infrastructure, real estate).
- Working knowledge of FP&A principles; experience improving planning or reporting processes is an asset
- Strategic thinker with strong business acumen and analytical depth with strong ownership mindset, and comfort operating in a fast-paced, evolving environment.
- Exceptional communication skills, with the ability to influence senior leaders and craft high-impact presentations.
- CFA, CPA, or progress toward either is an asset; aviation, transportation, or infrastructure sector experience is a plus.
- Bilingual (English/French) is an asset.

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