



Strategy and M&A Analyst, Shanghai

Who we are

MelchersRaffel is a specialized consulting boutique headquartered in Munich with three offices in Asia. From the Asia operations together with further Melchers offices, all relevant regions of Asia are covered. Typical clients are larger mid-size European companies in healthcare, industrial goods, machinery, and also consumer goods sectors. We build bridges between cultures, regions and markets – experienced, professional, effective, and with the highest value added. Unlike any other consulting company, we have access to relevant networks in Asia, as well as an established, confidence-building brand name that has existed for more than 200 years.

Basic Responsibilities of the Analyst

- Supporting the advisory on international strategy projects for Asian and European clients.
- Analysis work in all phases of a strategy project like market and competitor analysis, customer analysis, primary research (customer interviews), desk research, development of strategic options and valuation in plan P&L and balance sheet, development and implementation of action plans, etc.
- Analysis in all phases of a M&A project like identification of potential acquisition targets, anonymous first contact, confidentiality agreement, due diligence, structuring the integration concept, trial monitoring, coordination of due diligence, and finally, post-acquisition integration. For sell-side mandates, investors from Asia have to be attracted
- Supporting in marketing initiatives (e.g. preparation of client presentations, PR, marketing programmes).

Qualifications required

Ability to conduct independent strategic thinking and analysis. Very strong intellectual and interpersonal capability. Initiator and self-discipline.

Work experience required

0-3 years of working experience post graduation (some beneficial internships) in business consulting, such as strategy consulting firm, M&A advisory or private equity firm; Medtech experience would be advantageous (but not required);

Language requirements

Fluent Mandarin. Fluent in English for business purposes, both written and spoken. Additional German would be advantageous.

Should you be interested, please send your complete application to sha@melchersraffel.com.