

ConnectingChemistry

Brenntag is the global market leader in full-line chemical distribution. Headquartered in Mülheim an der Ruhr, Germany, the company operates a global network with more than 530 locations in 74 countries. In 2015, the company, which has a global workforce of more than 14,000 employees, generated sales of EUR 10.3 billion (USD 11.5 billion).



Our team currently has an opening:

- Job Title:** Director of Corporate Development & M&A
- Team:** Finance & Accounting
- Reports to:** Direct Report to CFO North America – with dotted line to CEO
- FLSA Status:** Non-Exempt Exempt
- Status:** Full-time Part-time

Summary of Job Purpose and Function

The Corporate Development and M&A Director supports Brenntag North America (BNA) in a dual role:

- Support the strategic development of BNA – including support for strategy development, key corporate projects, key approval requests
- Leads the M&A process for the acquisition activity of BNA – including target identification and selection, valuation discussions (supported by Corporate M&A), and lead the internal and external M&A process and integration activities.

Corporate Development

In the role as Corporate Development Director, this individual will support and help lead the strategic direction and planning of BNA. This activity includes assessing potential growth strategies, developing strategy plans, running a Project Management Office approach to the key projects and reporting to and updating the Executive Office on the progress of strategic projects and initiatives.

The activities will include facilitating the annual StEP (Strategy Evaluation Process), preparing strategic and project presentations for the Brenntag Board. Monitor and supporting key regional and global projects. Acting as senior project manager for strategic projects for BNA as assigned.

Also, responsible for ownership of the Approval Request (AR) process for BNA towards Brenntag Board (including critical capex projects, critical contracts, etc.).

M&A Process

In the facet as M&A Director this individual will assess the needs of BNA for M&A driven growth, in alignment with strategy as identified by Executive Office. Role includes assisting and leading in the identification, evaluation, selection and contact of future M&A targets. This includes the entire process, including;

- Maintaining an active master pipeline of acquisition targets.

- Leading and supporting the identification, evaluation, negotiation of targets through the due diligence to closing process.
- Post-acquisition responsibility for developing and supporting the integration process of acquisitions, assuring successful integrations of our targets.

The role will elaborate market analysis to identify targets, monitor competitor activity and participate in forums where targets can be identified. Establish a professional sustainable and consistent M&A process for BNA.

The successful individual will work closely with BNA's Regional Operating Company (ROC) senior leadership (President and Finance Heads), as well as the different critical departments in BNA corporate (legal, finance, risk, human resources, etc.) and the Corporate Departments in Brenntag AG (in Germany).

Essential Responsibilities and Tasks

- Help develop STEP (strategy evaluation process) for BNA and monitor execution of strategies
- Support Regional Operating Companies with strategy development and evaluation
- Monitor BNA strategic project portfolio
- Establish a Project Management office for critical BNA projects
- Review AR's and support approval process
- Regularly Report to BNA Executive Office on PMO projects progress
- On occasions, manage selected strategic initiatives

- Formalize and evaluate the M&A needs in BNA
- Develop a pipeline of targets
- Nurture targets from identification of potential targets to actual active target
- Run the M&A process including Evaluation, Due Diligence (leading of DD team, own the finance DD workstream), Negotiation, Closing, Integration Planning, Integration Monitoring (Post Merger Integration)
- Support the valuation of M&A candidates in collaboration of Corporate M&A team
- Maintain a view / Monitor competition activity

- Decision support for CEO and CFO
- Coordinate Quarterly updates to Brenntag Board
- Other duties as assigned

Experience, Education and/or Training

BASIC QUALIFICATIONS

- Bachelor's Degree in Accounting or Finance; MBA/CPA preferred
- Experience in M&A processes – ideally in transactional services activities of bigger M&A consultants (eg. EY, PWC)
- 10 years of experience in M&A or Corporate Development roles
- Experience in wholesale distribution or chemical industry preferred
- Senior level project management experience required
- Demonstrated ability to develop corporate strategies in bigger US companies
- Must possess strong leadership qualities to motivate and persuade others to accomplish organizational objectives in a unified and fluent manner.
- Excellent written and verbal communication skills.
- Must be extremely conscientious and detailed-oriented

Brenntag is an Equal Opportunity Employer

Qualified applicants will receive consideration without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, protected veteran status, disability, or any other characteristic protected by law.