

# Senior analyst / Junior manager at Corporate Development & IR

Monopoly.Online (backed by founders, Acmero, BVCP, VNV) is the #1 Russian Digital Freight Network with a market-leading growth profile. The Company transforms rapidly from the largest FTL carrier to the digital ecosystem which is currently consolidating the market. In April 2023 the Company has successfully completed the acquisition of public FTL carrier Globaltruck for RUB 3.62B and has a large pipeline of growth activities

Corporate Development & IR Department (ex-OZON corp-dev, VC, PE, equity research) is seeking for Senior analyst / Junior manager. Analyst / manager will cover all strategic activities in the core digital freight segment from building a strategic business model to delivering key projects and initiatives. The team works directly with shareholders, the CEO, and top management.

## Responsibilities:

- Challenge the current business and financial model of the digital freight segment with further ownership of the segment financial model with direct report to shareholders
- Responsibility for growth and delivery of main KPIs with results-based motivation. A strong mandate to deep dive into any business processes with zero tolerance for weak results
- Support the fundraising and shareholders reporting process: operational and financial analysis for models and materials for investors/shareholders, participation in investor presentation preparation, ownership of the digital freight financial model
- Support M&A deals related to the digital freight segment: preparation of valuation models, target company analysis for internal discussions
- Conduct market and peers research for shareholders and top management

## Requirements:

- Higher education in top Economics / Finance / Math university – BA graduates, MA graduates / students
- Work experience in corporate development, consulting, business development, IB/PE/VC, IR, valuation
- Strong business models understanding, strong analytical and problem-solving skills
- Advanced knowledge in corporate finance, valuation, financial modeling, knowledge of IFRS standards
- Advanced spoken and written English

## We offer:

- Unique work experience at Corporate Development and IR in the fast-growing digital company with top-tier professionals. Access to market and experts' data from any international peers
- Official employment, competitive salary
- The team works in a comfortable WeWork office in White Square

- Corporate discount on learning English and other bonuses for employees and their families

Please apply by sending an email to [vasilii.ushakov@monopoly.su](mailto:vasilii.ushakov@monopoly.su) your CV with subject «Corporate Development & IR Senior Analyst / Junior Manager (Name Surname)».