M&A Analyst

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| **Budget:** | N/A | **Function:**  | Emerging Businesses |
| **Line Manager:** | Ventures Associate Director | **Direct Reports:**  | None |
| **Our Vision** |
| Improving access to healthcare for all in the UK to:* Lead your best life
* Prevent you from getting a disease you’re at risk of
* Access the best in care (digital where possible, physical where necessary)
* Manage your long-term condition
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| **Your Role** |
| Simplyhealth is looking for an M&A Analyst to work within the Group’s Emerging Businesses team who focus on strategic partnerships and inorganic activity to facilitate significant step-change growth in the organisation.This role will play an important part in managing all competitor intelligence, understanding and segmenting potential markets for all lines of business, analysing datasets and monitoring market movements to identify risks and opportunities.The Emerging Businesses Team play a number of pivotal roles for Simplyhealth Group owning the corporate venture capital operation, the M&A strategy for Group and Simplyhealth’s in-house incubator, Simplyhealth Foundry.This is an exciting opportunity to join a small team looking to transform Simplyhealth into a multi-line of business group over the next ten years. |
| **Your Responsibilities & Accountabilities:** |
| This role will provide support to the Emerging Businesses team, covering:1. Target market Intelligence
* Sizing different healthcare and adjacent market segments to determine areas of opportunity for investment, acquisition or partnership using a data led approach
1. Target company intelligence
* Further segmenting of attractive markets to identify target companies who are most suitable for investment, acquisition or partnership
1. Market analysis
* Conducting desktop and other research to understand the commercial performance of both Simplyhealth’s competitors and organisations in markets Simplyhealth are targeting to enter.
* Assist the Insights function to analyse existing markets bringing together various internal datapoints from within the organisation and external sources.
* Identify pricing strategies/market pricing of target company or competitor products, go to market strategies and indirect competition (budget that could be otherwise spent on Simplyhealth products like health assessments and discretionary employee benefits)
* Thoroughly review and keep up to date with any changes to target or competitor businesses, including propositions, key management changes, strategic focuses, target markets, pricing and other qualitative aspects.
* Market trends and insights.
1. Reporting
* Use analysis to produce a monthly market report for inclusion with wider Group management information packs.
1. Transaction support
* Be responsible for dataroom analysis, communication of information to the transaction team and support with the transaction planning
* Assist with and undertake various due diligence tasks for any given transaction.
* Communicate effectively to the transaction team findings, insights and impacts of due diligence findings
* Support with the development of investment cases and reporting to various stakeholder groups.
1. Support post-transaction integration planning
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| **Key Connections:**  |
| 1. Director of Corporate Finance
2. The Emerging Businesses team
3. Ventures & M&A Associate Director
4. Various internal stakeholders including Product & Partnership teams
5. Insights team
6. External competitor and new market companies as required
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| **Key Skills & Experience:** |
| **Ideal skills & experience*** A deep understanding of the financial statements: profit and loss, balance sheets and cash flows with experience in handling & interpreting financial information.
* An understanding of different operating models and go to market strategies.
* Evidence of being able to build and develop networks, both internally & externally
* Project management skills, with ability to co-ordinate multiple projects simultaneously
* Communication skills that can involve people with a range of backgrounds and capabilities
* A curiosity to interrogate and understand information and ask “why?”
* Be a self-starter and team player, that can thrive in working in an unstructured environment who will challenge incumbent processes and effect change to aid delivery

**Desirable, but not required experience*** Worked in or with UK healthcare or financial services
* Corporate finance experience
* Experience in a Data Analyst role
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| **Our Values** |
| Health and access to healthcare have never been more important. With this comes endless exciting possibilities for innovation and growth. The market is evolving quickly, so we need to ensure our customers have access to the leading-edge health solutions they expect and deserve, now and for generations to come. **We’re living in extraordinary times…**By reinventing ourselves, we will reach more customers, giving them increased access to affordable healthcare and unlocking our growth potential. This next chapter is about transformational change for us.**This is our time to survive, drive and thrive…**This is our chance to get ahead and stay ahead. We will ensure our commercial success by moving into new areas of healthcare, and leading with preventative, breakthrough solutions. We will use innovative digital tools, embracing technology to create new partnerships and opportunities. We are passionate about helping every generation lead better lives and get the care they need in real time. To make this a reality, we need to challenge our ways of working, whilst keeping the customer at the heart of everything we do. To *really* make a difference, it’ll take every single one of us across Simplyhealth to step up. **Our cultural movement...**To act with **courage and curiosity**, so we can unlock the opportunities to help customers, colleagues and communities. To operate with **trust and kindness**, working alongside customers, delivering what they need to live their best lives, as well as supporting colleagues as they strive to be their best. Spotlight our passion for **All together healthier**, focusing on self-care and nurturing relationships. We must ensure we are a strong team - one that’s able to build healthier lives for all. We each have an important role to play in this next chapter. Everyone has the freedom to innovate and make a difference for our customers. We need to act at pace and take on newer, braver, creative approaches. We shouldn’t be afraid to fail fast and learn quickly. By being curious and continually pushing ourselves and each other, we will find new and better ways. |
| **Our Behaviours** |
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| Courage and Curiosity | Trust and Kindness | All Together Healthier |
| ***So we deliver profits for a purpose*** | ***Because our customers, colleagues and communities are at the heart of what we do*** | ***Enabling better health outcomes together*** |
| * We make bold decisions and take considered risks, with customer and commerciality front of mind.
* We make things happen and keep things simple.
* We always take the initiative and hold ourselves accountable for the delivery of great results.
* We ask questions and listen intently as every viewpoint and capability counts, and we have the courage to be honest and say what we think.
 | * We invest in relationships to build trust and rapport.
* We listen carefully always trying to find ways to add value.
* We treat each other with care, compassion and kindness, celebrating and embracing differences.
* We strive to make a difference in society, unlocking opportunities for those in need.
 | * We help every generation take control of their health.
* We start with self-care so we can show up at our best, every day.
* We are full of energy and pride in what we do. We focus on self-development to learn and grow, so we can stay up to date and add value.
* We innovate and collaborate on our best ideas. Together, we can drive the changes that are needed to help our business grow, and help our customers live their best lives.
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| **Work arrangements** |
| * **We have a ‘smart working’ policy with flexible remote working. However, there may be a requirement to attend meetings at our Hampshire head office in Andover and also attend a variety of meetings in London and other areas of the UK.**
* Reasonable role and task flexibility expected.
* May be required to lead other business activities or projects in other parts of the Group as required.
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