

## Senior Manager, Corporate Development

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Company: Similarweb

Location: Tel Aviv-Yafo

Category: other-general

Similarweb is the leading digital intelligence platform used by over 3500 global customers. Our wide range of solutions power the digital strategies of companies like Google, eBay, and Adidas.

We help our customers succeed in today's digital world by giving them access to data-driven insights, competitive benchmarks, strategic analysis, and more.

In 2021, we went public on the New York Stock Exchange and haven't stopped growing since!

We Want You!

The **Corporate Development Senior Manager** is responsible to Support the company's growth strategy through identification, assessment and execution of potential mergers, acquisitions, investments, divestitures, joint ventures and other strategic partnerships.

This position will report to VP Corporate Development

### **Responsibilities:**

Develop and execute the company's inorganic strategy in core and adjacent markets globally

Define M&A strategy per relevant domain, identifying alternative targets

Work closely with internal and external stakeholders to develop an ongoing pipeline of prospective M&A targets and other investment opportunities

Identify, engage, and create a pipeline of non-organic growth opportunities

Execute Corporate Development deals, including financial analysis, valuation, due diligence, negotiation, structuring, contracting, and integration planning

Lead cross-functional teams (internal and external) including business, GTM, finance, tax, legal, product, HR, R&D, and others.

Lead engagement with companies across a broad range of ecosystems, markets, and geographies

**Requirements:**

Bachelor's degree from a university in Economics/Law/Management/Accounting

MBA from an internationally recognized business school (advantage)

4+ years of experience in corporate development (preferred) or in an adjacent domain such as investment banking, venture capital, or a direct M&A supporting functions

Strong analytical, valuation, and financial modeling skills

Excellent communication skills with the ability to influence and promote new ideas

Ability to see the 'wide picture' and think strategically

Ability to effectively build relationships with internal and external partners

Proactive, self-starter who can excel in a fast-paced, highly demanding, and fluid environment

**Why choose SimilarWeb?**

We believe that building a great product and a great company starts with finding amazing people and helping them grow and develop professionally and personally. At SimilarWeb, you'll be surrounded by innovative, passionate and creative people that are looking to drive real impact. We are proud to have over 400 talented and passionate professionals, and we strongly believe in winning together as a way of driving a successful business!

**Our Values:**

Data Driven: We believe data driven decisions are the key to success and we are evangelists for the power of digital insights

Passionate: We care deeply about what we do, are accountable for our actions and are

committed to helping each other

**Excellence:** We believe in excellence as a mindset. It's in our nature; and we work hard to make a difference

**Winning Together:**We know what it takes to build a great company and a great product and it begins with valuing each and every member of our team and working together to reach new heights.

**Why you'll love being a Similarwebber:**

**You'll actually love the product you work with** Our customers aren't our only raving fans. When we asked our employees why they chose to come work at Similarweb, 99% of them said "the product." Imagine how exciting your job is when you get to work with the most powerful digital intelligence platform in the world.

**You'll find a home for your big ideas** We encourage an open dialogue and empower employees to bring their ideas to the table. You'll find the resources you need to take initiative and create meaningful change within the organization.

**We offer competitive perks & benefits:** We take your well-being seriously, and offer competitive compensation packages to all employees. We also put a strong emphasis on community, with regular team outings and happy hours.

**You can grow your career in any direction you choose** Interested in becoming a VP or want to transition into a different department? Whether it's Career Week, personalized coaching, or our ongoing learning solutions, you'll find all the tools and opportunities you need to develop your career right here.

**Diversity isn't just a buzzword** People want to work in a place where they can be themselves. We strive to create a workplace that is reflective of the communities we serve, where everyone is empowered to bring their full, authentic selves to work. We are committed to inclusivity across race, gender, ethnicity, culture, sexual orientation, age, religion, spirituality, identity and experience. We believe our culture of equality and mutual respect also helps us better understand and serve our customers in a world that is becoming more global, more diverse, and more digital every day.

We will handle your application and information related to your application in accordance with the Applicant Privacy Policy available .

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