

Tactical Opportunities Manager

Department: Global Finance

Organizational Relationship: Reports to the Tactical Opportunities Managing Director

FLSA Status: Exempt

Last Updated: August 21, 2024

General Summary:

The Tactical Opportunities Manager takes the lead in identifying and analyzing industry shifts and market dislocations. They develop insight on market events, including macro-economic, geopolitical, technological, commercial, and financial, and how these may impact the firm's clients' transactional needs, across practices and products. They take the lead on producing polished analytical material. They engage with internal stakeholders and external clients of the firm to deliver the team's output.

Essential Duties and Responsibilities:

"Essential duties" are those that an individual must be able to perform with or without reasonable accommodation.

1. Works closely with the Managing Director and Directors of the team to identify market events that will impact the firm and its clients
2. Brainstorms ideas as part of the team, actively contributing insight on market themes and commercial opportunities, and building on others' proposals
3. Designs and executes quantitative and qualitative analysis on broad market themes down to single-name analysis, across different industries and products
4. Leads some of the larger projects the team takes on, organizing resourcing and timely delivery, and keeping team management informed of key developments
5. Helps partners across the firm build their practice and relationships with clients, guiding them through market opportunities in advance of client presentations as well as contributing to business plans, pitching, competitive analysis, and client profiles
6. Presents findings, investment opportunities, and recommendations to a range of global investor and corporate clients, as well as partners and management to help inform strategic directions for the firm
7. Engages with key stakeholders to embed the team's reputation and work output through the firm and their clients
8. Facilitates efficient collaboration with other departments in the firm to leverage existing resources and expand impact of the team's work
9. Generates performance evaluations and recommends salary increases, working with Human Capital & Talent to recruit, hire, train, coach, and manage the performance of employees

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10. Promotes effective work practices, works as a team member, and shows respect for co-workers

Position Specifications

Education

- Bachelor's degree or equivalent required
- MBA preferred

Work Experience

- A minimum of four years' experience in the finance / investment / consulting / advisory / legal industry required

Knowledge, Skills & Abilities

- Excellent quantitative and qualitative analysis skills, with exemplary attention to detail
- Strong presentation skills and the ability to demonstrate gravitas in front of senior management, partners and clients
- Strong autonomy and decisiveness, as well as excellent adaptability
- Strong teamwork and collaborative skills, with the ability to foster such skills
- Organization skills needed to manage time well, prioritize effectively, and handle multiple, sometimes shifting, deadlines with the related downward and upward management skills
- Ability to handle confidential and sensitive information with the appropriate discretion
- Strong knowledge of and proficiency with a variety of desktop and web-based applications, in particular Excel and PowerPoint
- Knowledge of Bloomberg, Capital IQ, Pitchbook, Factset, Dealogic

Additional Requirements

- Moderate travel may be required

Physical Demands

- Extensive time using a computer including use of a PC keyboard and mouse or similar data input devices are required.

Working Conditions

All Latham & Watkins positions are in a typical indoor office environment.

The statements contained in this position description are not necessarily all-inclusive; additional duties may be assigned, and requirements may vary from time to time, and from location to location.