

Join our winning TEAM



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as cooperation partner and business associate

for **GCC / MENA**



**IMCI GROUP International** is seeking for cooperating with experienced top (self-employed) BUSINESS EXPERTS (on the Investors and Client projects side), aiming to increase their services client value. Further also for STRATEGIC COOPERATION PARTNERS, looking to create strong synergies and sources, for approaching large and complex projects together.

This cooperation should create synergies for both parties, adding value to our business and clients.

In best case, you should be established or operating in the following key Zones:

- Algeria
- Bahrain
- Egypt
- Iran
- Iraq
- Israel
- Jordan
- Kuwait
- Lebanon
- Libya
- Morocco
- Oman
- Palestine
- Qatar
- Saudi Arabia

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**BUSINESS facilitators** are mainly self-employed cooperation colleagues, having access to potential searching for

- + Liquidity / Working Capital
- + Growth Capital
- + Restructuring Capital
- + Project Financing
- + Bank Guarantees and LC's

You are looking for a strong and reliable partner, who is able to complement your core business, add value to your reputation and activities.

You are more than welcome to join our successful team, if you cover the following criteria:

- Able to introduce and to serve company clients through our services)
- Excellent Business Reputation (three written references)
- Excellent Business Network
- Good academic and advisory background
- Excellent corporate finance understanding
- English Fluently
- Self-Sufficient and Self-Employed, with own consultancy
- Ambitious and Success focused.
- Respect our Code of Conduct and standard money laundry rules
- Experience in Due Diligence, Project Management and Directors of Boards

**INVESTMENT facilitators** are mainly cooperation colleagues (CPA's, auditors, lawyers, corporate finance experts, agents), having access to potential investors, family offices, PE / VC s, commercial banks, looking for

- + Investment opportunities
- + Investment vehicles
- + Investment services
- + Project Financing

#### Benefits

- + Umbrella of an international advisory
- + Professional, experienced and serious Financial Service framework
- + Added value to your core business
- + Opportunity to be involved in PreDue Diligence, Diligence audits, further also in restructuring and advisory mandates
- + Opportunity for creating synergies
- + Benefits for expanding your business network, exchange best practices among top professionals
- + If your profile is appropriate, you can apply for becoming a Partner or Principal Partner, with attractive remuneration schemes and development potential.
- + Attractive commissions as lead, engagement manager and execution party

#### Remuneration & Opportunity

We offer you an interesting lead/referral commission and further commissions alongside the life of the project being financed.

Successful colleagues will qualify eventually for additional leadership positions within our group and development.

#### STRATEGIC Cooperations

Are basically cooperations with top consulting entities, commercial and investment banks, lawyers, CPA's, auditors, family offices, VC and PE funds. But also with companies in which the financing aspect is key success factor for selling their products. The subject here, it to support each other and approaching together complex projects, leveraging our own key strengths. In certain cases we will be able to create appropriate syndicates.

#### THE COMPANY – INSIGHT OVERVIEW

**IMCI Group International Ltd. (IMCI GROUP)** is a London based advisory group, with Swiss roots going back to 1998 and as the funder and global CEO, Mr. Nelson M Peña, started his career as interim manager and strategic advisor. In 2004 he founded the company in Switzerland as **IMC** as a single proprietorship firm and in 2010 he launched the group as **IMC Intl.**, initially as a network organization of high level professionals, with 16 associates in 10 countries and five business lines. Over the time **IMCI Group International** has become a fast growing and a truly international business advisory group in **M&A/Corporate Finance**. **A strong focus is the project financing activities with projects sizes up from 10 Mio€.**

**IMCI Group International Ltd. is a fiduciary and syndicate partner of Swiss /US Investment structure**, which alone is Switzerland closes funding projects in the value of over 1 Billion Euros and an overall transactions volume in 2018 of over 3 Trillion US\$.

Further we do support clients and investors in **restructuring and expansion** activities. IMCI GROUUP has kept its consulting soul in aspects of restructuring and expansion support. Additionally through IMCI Coaching & Advisory, we offer a 360 degree solution in HRM, Interim Management, Succession Management, Business Coaching and Trainings.

Through our company IMCI Investment Services Ltd., the group is offering Bank Guarantees, Project Funding, Trade/leverage Trade and Bond Programs, as other side capital services. This combination of investment banking and corporate consulting state of art has made of IMCI Group a very successful firm and unique in its market positioning. Since 2010 we have incorporated high level Private

Equity Professionals, Investment Bankers and Asset Managers with a proven track industrial record. Together, **the network team has closed more than 250 investment deals with a value of over 15 Bio. €, in all over the world. Combined with ca 600 advisory assignments.**

Through IMCI Group Consultancy we do **restructure and develop the business of our clients**, supporting them to be more profitable and sustainable growing. For firms looking for expanding their business into other regions or globally, or to enter new markets in general, we are able to propose international task forces of experienced interim managers, advisors with an executive management and project management profiles. This eventually in cooperation with our corporate finance services.

In **2016** and **2018** IMCI GROUP was short listed for nomination as **“Best International M&A Advisory Partner – Global 2016 and 2018”** by Capital Finance International [www.cfi.com](http://www.cfi.com). We hold since 2013 two TV shows at the Swiss Financial TV – Dukascopy TV in Geneva.

IMCI GROUP is represented in all five continents, in over 50 countries and led by an international partner board and supported by a strong network of business associates and cooperation partners. Despite the large diversity and the network structure, IMCI GROUP is led through alean and efficient corporate governance (GDPR policies, Code of Conduct, General Terms, Protocols / Procedures).

### What we offer to our clients

**Corporate Finance Division through IMCI GROUP Investment Services Ltd.**

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IMCI GROUP is offering a wide range of funding sources up from €10 Mio., and +Bio. developing the appropriate **financial strategies** for our clients as.

- + Debt Refinancing
- + Short Term & Long Term From US \$ 10 Million to US \$ 1 Billion +
- + Floating of Bonds
- + PIPEs (Private Investments in Public Companies)
- + Recapitalizations
- + Equity buy out
- + Project Financing
- + Private Equity Funds
- + Provide Passive & Active Equity From US \$ 10 Million to US \$ > Billion +
- + Debt & Working Capital Instruments for expanding business
- + Bank Guarantees (BG) Stand by Letter of Credit (SBLC) & Letter of credit (LC)
- + M&A operations

And **corporate finance services as:**

- + Projects and deal assessments
- + Company valuation
- + Market study
- + Strategic analysis and proposals
- + Business plan elaboration according to the highest standards required by the most rigorous investors
- + Teaser or executive summary of the business to be presented to investors
- + Risk assessment using the most modern tools like Montecarlo Simulation
- + Start up advisors and management
- + Turnaround advisors and management
- + Due diligence
- + MBO's and LBO's advisors

IMCI GROUP is connected directly to sources of ca .200 BioUS\$. – This means we do not have to search for the funds. Our job is support the client with the most appropriate financial strategy, being engaged over a certain timeline, as advisors, directors and investors.

Important, we do not operate as brokers and we only engaged in projects which are pre-assessed, covering our parameters, fully documented. We are also looking for long-term relationship and partnership with the client, making sure the client has a sustainable success.

**CONTACT US:**

If you are interested in a further discussion with a member of our Sr. Management or the Financial Services, kindly send us your application, CV or corporate introduction for a first evaluation, at [info@imci-group.com](mailto:info@imci-group.com) or at **Mr. Adham Ali Akbari**, Principal Partner, Head MENA Network Development, at [adham.akbari@imci-group.com](mailto:adham.akbari@imci-group.com)

If your application is accepted by IMCI GROUP, we would forward you a NCNDA to be signed and then organize a first video conference, where we shall present you the concept, procedures and cooperation details. We are looking forward to welcome you in our winning team.

We are looking to welcome you in our team!

**Adham Ali Akbari**

