CORPORATE ADVISORY DIRECTOR

JOB DESCRIPTION

MARCH 2026

Employer:	Adara Partners (Australia) Pty. Limited
Location:	Sydney, Australia
Employment status:	Full-Time
Reports to:	Chief Executive Officer
Direct reports:	2 Associates, 2 Corporate Advisory Interns, 1 EY Ambassador (Associate Director level)

OVERALL JOB GOAL

Reporting to the CEO and working closely with the Adara Panel Members, clients and other key stakeholders, the Corporate Advisory Director leads the corporate advisory team and is responsible for maintaining and growing the business of Adara Partners, including first-class execution of all client mandates at the direction of Adara Panel Members and the CEO, managing the corporate advisory team, and business development.

KEY RESPONSIBILITIES

- Working with the Panel Members, you will provide all input as required to successfully execute each mandate, including developing an appropriate scope of work for each mandate, conducting detailed commercial, strategic and financial analysis of company and market data as required, project managing all mandates and transactional support work, and reporting and providing work product on mandates often within tight timelines.
- Leading the corporate advisory team to provide internal and/or external reports, presentations and other deliverables.
- Providing Panel Members with all requisite background analysis required to successfully execute each mandate.
- Managing and developing the corporate advisory team as they work across all Adara mandates and on business development and projects
- Providing input to, and assisting in the implementation of, marketing and business development for Adara Partners. This includes:
    - developing target client lists and priorities
    - working with the CEO, actively participating in marketing and business development strategy, and
    - working with the Adara Group's Communications team, developing appropriate marketing materials and other collateral as needed.
- The successful candidate will be the day-to-day point person for all aspects of the business and the key point of contact for inbound business inquiries.

QUALIFICATIONS AND EXPERIENCE

- At least 10 years' experience in Australian investment banking, transactions advisory, and/or M&A advisory, preferably with experience in more than one industry sector – experience across multiple

transaction types will be an advantage (e.g. corporate strategy, ECM, DCM, capital management, M&A, restructuring, public and private transactions).

- Have a degree or advanced degree in business/finance.
- Be commercially, operationally and analytically astute.
- Have demonstrated experience leading advisory teams to a high level.
- Relish an entrepreneurial environment and the chance to be a key leader in a business for purpose.
- Demonstrate experience managing day to day aspects of top tier client relationships.
- Have high levels of integrity, must maintain complete confidentiality with respect to all engagements and have values aligned with those of the Adara Group.
- Have a passion for helping others and for social justice.

LOCATION

Our offices are located in The Rocks, Sydney and are shared with our international development colleagues who provide direct insight into the critical work of Adara Development.

Our office is a hybrid working environment. The successful candidate will be expected to work from our physical office 2-3 days a week.

TECHNOLOGY

The corporate advisory team is equipped with market-data access platforms including Bloomberg, FactSet, MergerMarket, and Refinitiv to support high-quality analysis and execution.

The Adara Group is a child safe organisation.

THE ADARA GROUP
OUR CULTURE AND VALUES

WE, THE ADARA FAMILY, UPHOLD THESE VALUES AT ALL TIMES...

COMPASSION

- Our reason to be is to provide support to vulnerable women, children and their communities living in extreme poverty
- We believe everyone has a right to health and education services no matter where they live

TEAM WORK

- We work as a team and we support each other
- We are open, honest and kind
- Failure and mistakes are OK – this is how we learn and grow
- We make Adara a happy and productive place to work

MUTUAL RESPECT

- We listen to other people's point of view
- We celebrate and promote diversity
- We abhor discrimination in any form

INTEGRITY AND EXCELLENCE

- We act with deep respect, integrity and humility
- We strive to be fair to everyone on the team
- We work to a standard of excellence

PASSION

- We work hard
- We laugh and we have fun
- We are optimistic and positive
- We don't count hours: we measure outcomes

UNCONVENTIONALITY

- We think outside the box
- We are not afraid to be different