

## Lizanne Manuel Director | Corporate Finance



### Q *What led you to pursue a career in corporate finance?*

A It all began when I was choosing my degree and career path in high school. I knew I wanted a career that would satisfy my intellectual pursuits while making a positive impact on the world.

Choosing a career in corporate finance has allowed me to align my interest in understanding business operations with my desire to make a meaningful impact. It allows me to leverage my financial analysis skills to support business success, which benefits employees and communities. This combination of intellectual stimulation, service to others, and career longevity makes corporate finance the ideal path for me.

### Q *What is your favourite sector in which to do a deal and why?*

A My favourite sector is manufacturing. Firstly, there is so much to learn about manufacturing a product. From intricate processes that transform raw materials into finished products, to regulations and standards that need to be met. Understanding this transformational journey—from raw materials to a refined end product and each step in the manufacturing process, whether it's molding, assembly or packaging, enhances appreciation of the final product.

Secondly, the manufacturing sector offers a wide range of industries and products to

explore, from electronics to automotive parts, pharmaceuticals to consumer goods. This diversity provides vast opportunities to expand our knowledge base and learn about specific challenges, innovations and market dynamics.

Further, manufacturing deals shed light on global supply chains, partnerships with suppliers and distributors, and logistics and efficiency considerations, allowing us to gain a better understanding of these aspects.

### Q *When things go wrong, what advice would you give about moving on?*

A My advice after a setback is to keep moving on and to focus on the Big Picture. Take a moment to remember why you started, and what you aim to achieve in the long run. This perspective will help you see setbacks as temporary obstacles rather than insurmountable failures. Try to embrace the learning process, and see failure as an opportunity to learn and grow. Analyse what went wrong and try to understand the factors that contributed to the setback, and then use that knowledge to improve your future efforts. Build a resilient mindset! Your mindset plays a crucial role in how you bounce back from setbacks.

### Q *What advice would you give a young woman working on her first deal?*

A My advice would be to approach each deal with enthusiasm and a willingness

to learn, as your first deal is a valuable learning experience that can pave the way for future successes.

Believe in yourself, and trust that you are meant to be in this space. While you are still learning and building, bring a can-do attitude.

Prepare thoroughly; solid preparation builds confidence, and never underestimate the gift of work relationships with colleagues, clients and stakeholders. Find yourself a mentor - having strong relationships is crucial for success.

### Q *What attributes do you think are essential for a good M&A executive?*

A Essential attributes for a good M&A executive are:

**Leadership and teamwork:** Having the capability to lead cross-functional teams, inspire collaboration and drive collective efforts towards achieving M&A objectives is key to success.

**Project Management:** there are so many elements and teams that need to be managed, all within a very specific timeline. Having the skill to project manage all these factors is essential to a successful deal close.

**Strategic Thinking:** It's important to have the capability to see the big picture and align M&A activities with the company's long-term strategic goals. 📌