

**Position Title:** Senior Manager

### **Company Overview:**

TwinklOO is an innovative company that specializes in technological solutions for the real estate and mortgage sector. We are focused on providing advanced tools that optimize the process of buying and selling properties while enhancing the experience for both buyers and sellers. Through our platform, TwinklOO aims to facilitate connections among various market players, offering functionalities that include lead management, data analysis, and process automation. With a commitment to innovation and excellence in service, we position as a strategic partner for financial institutions and real estate professionals.

We are now focused on establishing a top-tier mortgage brokerage in Spain, with an initial emphasis on Madrid and key Mediterranean locations. We aim to create a robust presence in the market through strategic acquisitions and organic growth.

### **Key Responsibilities:**

#### **1. Strategic Acquisition and Growth Planning**

Develop and implement a comprehensive buy & build strategy to establish a leading mortgage brokerage in Spain.

Identify and assess potential acquisition targets, focusing on medium to small local operators **without significant infrastructure or relevant processes.**

#### **2. Companies Assessment**

Conduct thorough due diligence on target companies to evaluate their operational and financial suitability for acquisition.

#### **3. Market Analysis and Opportunity Identification**

Monitor and analyze market trends and the competitive landscape to inform strategic decisions and identify new opportunities for growth.

Deep knowledge of advanced analytics tools and market research methodologies to provide actionable insights that drive product development and enhance market positioning.

#### **4. Negotiation and Acquisition Facilitation**

Lead negotiations and facilitate the acquisition process, ensuring successful outcomes.

Prepare, formulate, and execute negotiation strategies, managing communications with stakeholders and ensuring that all aspects of the deal are in accordance with regulatory requirements, ultimately securing favorable terms that benefit the company.

#### **5. Strategic Insights and Suggestions**

Provide insights and recommendations to senior leadership regarding potential acquisition strategies and overall business development efforts.

Analyze market data, evaluate risk factors, and present comprehensive reports that guide leadership in making informed, strategic decisions for future growth.

## **Qualifications:**

### **1. Experience:**

Over 10 years of demonstrated expertise in business development and M&A, with a focus on establishing and growing a leading mortgage brokerage in Spain, specifically targeting acquisition strategies and partnerships within the lending industry.

### **2. Education**

Bachelor's or Master's degree in related fields, in Finance or Business Administration.

### **3. Industry Knowledge**

Deep understanding of the mortgage brokerage and lending industry, including key regulatory frameworks, market dynamics, and strategic trends affecting technology adoption and operational efficiencies.

### **4. Market Development Expertise**

Proven ability to identify, pursue, and secure M&A. Demonstrated success in negotiating and closing complex deals that align with strategic business objectives.

### **5. Communication Skills**

Outstanding verbal and written communication skills in both Spanish and English. Proficiency in additional European languages is a valuable asset.

### **6. Adaptability**

Strong aptitude for adapting to evolving market conditions and shifting internal priorities while maintaining a results-oriented approach in identifying small to medium operators for M&A opportunities.

## **How to Apply**

Interested candidates are invited to submit their resume along with a cover letter outlining their relevant experience and reasons for being the ideal candidate for the position. Please send applications to [mariel.gonzalez@talentocompetitivo.com](mailto:mariel.gonzalez@talentocompetitivo.com)

TwinklOO is an equal opportunity employer, and we encourage candidates from all backgrounds to apply.