GARDAWORLD
Careers

# Managing Director, Corporate Development

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| **Reference** | 1436301300 |
| **Work locations** | Montréal (Quebec, Canada) |
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## About GardaWorld

Built from the base with CAN$25,000 in capital in 1995, Garda World Security Corporation (GardaWorld) is an entrepreneurial organization that builds global champions in security services, AI-adapted security technologies, integrated risk management and cash automation solutions. GardaWorld, based in Montreal, employs over 132,000 highly qualified professionals and serves Fortune 500 companies, governments and humanitarian agencies in 45 countries.

Shape the next chapter of a global champion growth story.

GardaWorld is looking for a successful M & A leader to define and deliver a high-impact business development program in local and international markets.This is a rare opportunity to work directly with senior managers, lead a sophisticated team and help shape the strategic growth of a global and entrepreneurial organization.

## The opportunity

Under the authority of Jean-Michel Filiatrault, Senior Vice President, Business Development, you will lead the entire M & A program of GardaWorld, including the negotiation and execution of approximately 5 to 15 local and international transactions each year, along with related financing activities. You will combine strategic judgment, transaction discipline and a property spirit to move the opportunities from initial valuation to closing, integration and value realization.

## What you will lead as the Managing Director, Corporate Development

- Define and advance the merger and acquisition strategy in line with corporate priorities and long-term value creation by shareholders.
- Build a high-quality pipeline in procurement, evaluation and prioritization of strategic acquisitions, divestitures and investments.
- Lead, develop and develop a team of 6 to 9 professionals at all levels of analyst, partner, director and vice-president, including recruiting and boarding exceptional talent.
- Monitor market dynamics, competitive activity and relevant regulatory developments to inform policy choices.
- Monitor financial models, evaluations and investment records that allow for timely and rigorous decisions.
- Direct due diligence across financial, legal, tax, operational and commercial workstreams, aligning internal leaders and external advisors.
- Structure and negotiate transaction terms, including letters of intent, purchase agreements and final documentation.
- To foster trust and trust with investment banks, brokers, private equity companies, founders, executives and industry contacts to strengthen the transaction pipeline.
- Partner with business unit heads to plan for integration after merger and provide expected value and synergies.
- Prepare clear and ready documents for merger and acquisition decisions for the Board of Directors and the Executive Committee.

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## What makes a successful Managing Director, Corporate Development

- 15 years and more experience in investment banking, equity, business advice or business development, with extensive expertise in mergers and acquisitions, due diligence, transaction advice, negotiation and valuation.
- A documented record of complex transactions leading to and closing from origin to execution.
- Advanced financial modelling, evaluation and analysis capabilities, coupled with sound business judgment.
- Management communication, stakeholder leadership and negotiation skills.
- Credibility and presence to engage founders, CEOs, senior executives, operational advisors and market participants in M & A.
- A results-based, value-creating, entrepreneurial approach with the determination to occur in a fast-moving, high-pressure environment.
- Comfort is manifested in the ambiguity and fluidity between strategy, dialogue and negotiation challenges, with full ownership.
- Availability for domestic and international travel.
- Knowledge of English and French, written and spoken.

Bring your judgment, ambition and leadership to GardaWorld.

If you are driven by complex transactions, direct access to decision makers and the possibility of building sustainable business value, we invite you to explore this mandate.

Montreal, St. Lawrence - Start Date: Fall 2026

Search for reference 1436301300 on the Canadian GardaWorld careers portal.

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