



5 Career Hacks for

New and Future Dealmakers

As we continue to navigate uncertain times, junior dealmakers need to set themselves apart. During a recent panel discussion entitled “Career insights from the top minds in dealmaking”, industry veterans offered a few tips on how to jumpstart your career and achieve success in an increasingly competitive industry.

1

Be creative in your introductions

Senior dealmakers are continually getting messages via email or LinkedIn. To increase the chance of a response, take a few minutes to write a thoughtful email, or even better, look for a mutual connection. A little effort can go a long way!



2

Get accustomed to video calls

During our audience poll, 37% of respondents said that collaborating with colleagues is their biggest challenge when working remotely. While video won't solve everything, it will undoubtedly help. Video can be an excellent way to build trust and enhance collaboration if you can't meet in person.

37%

3

Keep your technical skills sharp

Differentiating yourself in M&A or Capital Markets can be tough. However, one way to do this is through sharp technical skills. Find ways to take on new projects. Success will be valued by your current team and will be a grand narrative to tell in future interviews.



4

Find your networking style

Networking can be hard, and an overwhelming ~75% of our audience felt that networking is even harder while WFH. Try having 1-on-1 virtual conversations or expanding your voice by writing articles, or thought leadership – it can lead to new connections.

75%

5

Keep asking questions

To always stay ahead in investment banking, also stay curious! Industry experts agree that just going through the motions won't be enough to get ahead. If you are looking at exit opportunities, prospective bosses will tap your references to learn how you think!



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