

SYNOVUS®

Synovus is – and always has been – a place where business is personal. While we have different names in different places, we are one company – Synovus. We have the strength of a major financial institution while maintaining the personal relationships you'd expect from your bank around the corner. From everyday banking to corporate services, Synovus is **the bank of here.**

Synovus began with a single act of kindness in 1888, and our passion for serving others has been growing ever since. Our roots run deep in all of the communities we serve, and we are committed to helping friends, neighbors, and customers alike achieve their goals.

Synovus is currently recruiting for this wonderful employment opportunity located at its **Columbus, GA** location:

Job Title: Senior Director, Investor Relations & Corporate Development

Job Summary:

Directs and oversees the Synovus investor relations function. Communicates with shareholders, analysts and/or the general financial community to develop and maintain positive relationships. Implements strategies and communication initiatives to ensure the organization's relationships with shareholders reflect positively on the company's stock price. Manages and negotiates strategic transactions for the company, including mergers and acquisitions, minority investments and joint ventures. Evaluates and models potential M&A opportunities, working with Investment Banking teams to determine/advise on deal structure. Coordinates internal teams consisting of legal, finance, and business representatives to negotiate term sheets and definitive agreements with third parties and executes deals. Facilitates Board approval process. Works closely with the CFO and CEO.

Job Duties and Responsibilities:

- Develops, implements and manages a comprehensive, strategic investor relations program in compliance with corporate policies and securities regulations. Communicates key messages to prospective and existing investors, preparing investment related presentations, and assisting in preparing daily, weekly, and monthly reports.
- Communicates Synovus' financial position and strategy to analysts (on both buy and sell side) by establishing and managing external relationships with analysts, including coordination of requests for meetings between investment analysts and executive

management as necessary. Oversees the relationship with third party vendors, including transfer agent and proxy agents, ensuring service level agreements are met.

- Monitors earnings calls and develop/prepares press releases of quarterly earnings. Assists in the design of Q&As for the investor community and communicates key internal developments that have occurred in the organization. Provides valuable information regarding the company's strategies, its operations, and overall financial performance. Identifies and taps new potential investors.

- Co-develops, Implements and updates, in conjunction with Communications, the organization's external messaging across different formats such as investor and rating agency presentations and press releases. Conducts daily, weekly, and monthly meetings with investors and analysts in person or via telephone to address relevant questions or concerns.

- Plans and schedules road shows and investor conferences as it relates to both equity and capital markets investors. Maintains and updates relevant historical and forecasted trading multiples, consensus estimates and stock price performance. Manages ad hoc research projects. Updates executive management regarding priorities and concerns of shareholders.

- Works with Capital Market Specialists, including investment Bankers to determine the company's ability to access capital markets. Works with the Corporate Treasurer to determine appropriate capital levels structure for the company based on capital adequacy requirements, cost of capital and desired level of return on shareholder equity.

- Interfaces with corporate counsel on securities regulations and corporate governance issues. Ensures Synovus' compliance with its public disclosure obligations. Manages the Investor Relations portions of the Synovus Annual Report, including Letter to Shareholders. Ensures materials sent to investors are accurate, up-to-date and in compliance with Synovus' policies and procedures.

- Manages preparation of quarterly earnings calls, investor conferences, and meetings. Drafts Company presentations, earnings releases, earnings call scripts, and prepares talking points for executive management. Generates relevant periodic reports on investor activity for executive management and the Board of Directors. Coordinates and manages the Company's hosted financial events, including the annual shareholder meeting and site visits.

- Leads merger and acquisition transactions through cross-functional due diligence organization. Works through diligence processes, and gathers and leverages integration planning inputs in order to support integration planning and valuation inputs. Gathers information regarding risks and opportunities for impending and ongoing M&A activities, translating this information into fact-based and well-reasoned insights on the valuation and structural impact of the merger or acquisition.

- Plays a strategic role in leading, planning, and providing support for due diligence activities across all functional areas of any transaction inclusive of financial, products, operations, technology, sales and marketing. Compiles due diligence integration plans and supports market research such as competitive analyses, in order to enable informed decision-making for sensitive merger and acquisition transactions.

- Assists with modeling and financial analysis of impending and on-going transactions. Refines and completes market research and strategic fit analyses, working with Investment Banking partners. Enables detailed target analysis and financial model lead creation using KPIs and other variables such as sales drivers in order to estimate revenue and profitability of merger or acquisition over a multi-year project period.

- Develops operating models that are highly flexible to maneuver through multiple scenarios for the purpose of enabling any necessary and abrupt changes on a real-time basis. Leads the preparation of valuation models following the business's M&A standards and performs key analyses inclusive of ROIC, accretion and dilution analyses, comparable company analysis, and discounted cash flow analyses.
- Remains knowledgeable about the most significant strategic and financial factors affecting the company and performs in-depth financial analysis, researching the market and monitoring trading trends and obtaining answers for questions raised by executive management or investors.
- Stays abreast of economic news, industry trends and bank peer analytics. Performs a range of analyses including industry analysis, competitive analysis, and comparative valuation. Performs competitive and cross divisional analysis of industry peers and monitors peer public disclosures such as presentations made at investor seminars/conferences.
- Provides leadership, direction and growth opportunities to members of the department, performing those responsibilities in accordance with the Company's policies and applicable laws. Responsible for interviewing, hiring, planning, assigning or directing work, appraising performance, disciplining team members and resolving problems. Works with the Human Resources Department to resolve more complex team member-related issues.
- Each team member is expected to be aware of risk within their functional area. This includes observing all policies, procedures, laws, regulations and risk limits specific to their role. Additionally, they should raise and report known or suspected violations to the appropriate Company authority in a timely fashion.

Required Knowledge, Skills, & Abilities:

- Minimum Education: Bachelor's degree in business administration, finance or a related discipline OR an equivalent combination of education and experience.
- Minimum Experience: Ten years of financial services experience with a concentrated focus on finance, investor relations, treasury and mergers and acquisitions.
- Required Knowledge, Skills, & Abilities:
 - Understanding of the impact that various economic and interest rate environments have on the financial performance and products within a mid-size regional bank.
 - Knowledge of economic concepts and capital markets fundamentals.
 - Knowledge and understanding of financial modeling and valuation concepts/techniques used by analysts and investors, or direct financial planning experience.
 - Understanding of general principles and regulations related to communicating with the investor/analyst community.
 - Experience utilizing financial forecasting and reporting systems, such as SAP, Hyperion, Sungard and QRM.
 - Ability to lead cross functional teams over a complex multi-state financial services financial services company.
 - Ability to communicate complex financial theories to both low level analysts and Executive Management.
 - Expertise required in banking and financial concepts, practices, and procedures.
 - Experience presenting financial forecasts and results to Executive Management and the

Board of Directors.

- Extensive and advanced proficiency using Microsoft Office software products.

Preferred Knowledge, Skills, & Abilities:

- Master of Business Administration (MBA).
- Certified Financial Analyst (CFA) designation preferred
- Financial services experience.

If you're interested in this employment opportunity or you know someone who is interested, I encourage you to apply to this opportunity by visiting www.Synovus.com or by emailing your resume to my attention at EricFowler@Synovus.com