



Q&A



Ayesha Rambajun

Senior Associate | Mauritius

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

A As a child, I knew I either wanted to be a pilot or a lawyer, and I ended up choosing the latter. Before starting my law degree, I did an internship in a law firm primarily focused on litigation, and I knew then that I much preferred the corporate work I was helping out with. Before joining the firm, I spent 15 years of my career in-house, 13 of which were in the banking industry. My journey into corporate finance was driven by a deep fascination with the intricacies of financial transactions and their impact around us. Working in a fast-paced environment with tight deadlines and an ever-evolving legal framework allows me to stay engaged. Additionally, one of the most rewarding aspects of this field is the opportunity to meet and collaborate with fascinating people from diverse backgrounds/fields, which is very enriching.

Q *What, in your opinion, is the biggest difference between working on an external advisory team and being on the in-house M&A team?*

A Both roles are very similar, as both involve servicing clients: in an in-house function, the clients are the different internal departments/functions. The biggest difference between working in an external advisory

team and being part of an in-house M&A team lies in the scope of involvement and perspective. As an external advisor, the focus is often project-based, with a clear mandate to deliver specific outcomes within a defined timeframe. This role demands a high level of technical expertise, and an ability to quickly adapt to different industries and client needs. On the other hand, being part of an in-house team involves a more specialised, holistic, and long-term approach. Here, you are not only involved in the execution of deals, but also in the strategic planning and integration phases. It requires a deep understanding of the company's culture, objectives, and operational nuances.

Q *If you could change one thing on your career path to date, what would it be and why?*

A If I could change one thing on my career path, I would have spent the earlier part of my career within a law firm before moving in-house. Starting in a law firm would have provided more rigorous and structured training, and exposure to a variety of legal issues and industries. The early exposure to client-facing scenarios and the demands of delivering high-stakes legal support would have better prepared me for the multifaceted challenges of in-house counsel, where legal and business/commercial considerations often intersect.

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

A Each deal is daunting because it is new, but the first one is the most unnerving. My advice is to embrace the learning process, and don't be afraid to ask questions. The world of M&A is intricate and multifaceted, and it's normal to feel overwhelmed initially. Building a solid foundation of knowledge is also vital, and this comes from being inquisitive and seeking guidance from experienced colleagues. Additionally, confidence is key; trust in your abilities and the unique perspectives you bring to the table. Each deal is an opportunity to grow, so stay resilient and open to learning.

FUN FACTS

Current book on your nightstand: *Deep Work* by Cal Newport. It is an insightful read on the importance of focused work and productivity.

Unusual hobbies: Catching sunsets. There is something surreal about the colour of the sky at sunset.

Item on your bucket list: Spending a week at a wellness retreat in Bali or India, indulging in yoga and massages while surrounded by serene scenery.

Your worst trait: I tend to overthink, sometimes getting caught up in details, and I am working on this. 🙄

