

VACANCY FOR:

ASSISTANT VICE PRESIDENT, ORIGINATION AND STRUCTURING

REPORTS TO:

Head of Origination & Structuring

JOB SUMMARY:

As an active member of the team, undertake detailed evaluation, structuring and execution of existing and potential credit enhancement opportunities in the infrastructure space.

CANDIDATE
DESCRIPTION:

The ideal candidate for the role is a highly analytical finance/investment professional with 7 – 10 years of credit and debt capital markets/financial advisory experience, with deal execution expertise.



RESPONSIBILITIES

- Negotiation and structuring of financial/credit transaction documentation, with clear understanding of the structural elements of the long-term, local currency guarantee transactions, specifically within the infrastructure space
- Undertaking and managing the preparation of term sheets, necessary due diligence, financial modelling, site visits, risk analysis and mitigation in the structuring of guarantees.
- Conducting thorough credit assessment/analysis and underwriting of debt transactions in accordance with underwriting criteria.

- Preparing and presenting credit papers to the management and board credit committees.
- Work with external legal counsel in drafting of guarantee agreements & transaction agreements
- Review of financial information provided by prospective borrowers, demonstrating thorough understanding of the company's accounting procedures as well as their method for documenting changes in revenues, expenses, and balance sheet accounts; ability to conduct a quality of earnings review including quality of earnings analysis, working capital analysis, etc.
- Support new business pitches ensuring delivery with sound situations-based offerings.
- Review and clarify requirements and specifications for goods/services with requesting department.
- Oversee preliminary assessments, confirmatory due diligence, documentation and negotiations on prospective infrastructure related pipeline transactions.
- Liaising with external advisors, financial consultants, rating agencies, risk-sharing partners, etc. in relation to execution of respective deliverables which form part of the credit appraisal process.
- Engage with institutional investors, project stakeholders, government agencies (as applicable), etc. in connection with structuring and completing guarantee transactions.
- Reviewing market needs and recommending changes/improvements to products in line with market demands, as well as identifying new guarantee opportunities



QUALIFICATION AND EXPERIENCE

Candidates for the role should possess the following qualifications:

1. B.Sc. Degree in finance or accounting, or a relevant discipline
2. Post-graduate degree qualification in Economics/Business/Accounting or MBA
3. Minimum 7 -10 years of credit and debt capital markets/financial advisory experience with at least 5 years in the Nigerian banking/financial markets.
4. Familiar with guidelines and regulations governing the debt securities and credit transactions.
5. Sound understanding of debt capital markets, with experience in successfully executing and obtaining credit ratings for corporate debt issuance transactions in Nigerian debt capital markets.
6. Strong deal structuring know-how, product knowledge, with a focus on guarantee products, and deal execution expertise.
7. Excellent analytical and deal making skills, good understanding capital markets and its financial instruments, to facilitate delivering customised solutions with an appropriate management of risk.
8. Strong organisational skills and the ability to manage time effectively in a fast-paced environment.
9. Good communication skills, with an ability to negotiate effectively with bankers, clients, internal peers, inside/outside counsel, rating agencies, etc.
10. Mastery of MS Office Suite, including Word, Excel, Power Point, etc.
11. Relevant professional qualifications are an advantage.



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