

VACANCY FOR:

## AVP, CLIMATE INFRASTRUCTURE, ORIGINATION & STRUCTURING

REPORTS TO:

Head of Origination & Structuring & Climate Infrastructure Lead

JOB SUMMARY:

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

CANDIDATE  
DESCRIPTION:

An ideal candidate for the role is a highly analytical finance/investment professional with 8-10 years of credit and debt capital markets/financial advisory experience, with deal execution expertise and renewable energy coverage



### RESPONSIBILITIES

- Evaluate and structure climate infrastructure projects comprising clean energy, green affordable housing and climate-smart agriculture requiring credit guarantees to enhance credit profiles of projects/transactions.
- Negotiate and structure transaction documentation, with clear understanding of the structural elements of the deal, particularly within the climate infrastructure space.
- Utilise climate-aligned tools and integrate innovative financial instruments to enhance the efficiency and effectiveness of climate infrastructure finance while remaining updated on advancements in green finance and sustainable investment practice.

- Undertake and manage 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 raise on climate infrastructure transactions in accordance with underwriting criteria
- Prepare and present credit papers to the management and board credit committees. Prepare mandate letters, committee papers, term sheets and credit papers, with clear understanding of structural elements of each mandate, including key performance indicators and risk mitigants.
- 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.
- Review client business plans, sensitize financial models and prepare analysis and documentation to assess potential credit enhancement transactions against InfraCredit's Renewable Energy eligibility criteria, risk appetite, sector limits, development goals and other factors.
- 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.
- Support new business pitches ensuring delivery with sound situations-based offerings

- Manage relationship of existing and potential stakeholders of the renewable energy space which include but not limited to clients/developers, regulators, financial institutions, original equipment manufacturers (OEMs) and other development partners.
- Support in conducting preliminary assessments, confirmatory due diligence, documentation and negotiations on prospective infrastructure related pipeline transactions.
- Liaise with external advisors, financial consultants, rating agencies, 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.
- Provide support to team lead on key strategic workstreams that facilitate additional funding from development partners and capital providers as deemed fit and /or support strategic initiatives and partnerships that seeks transaction close.
- Provide any related administrative and logistics support functions required in supporting the overall business.
- Other job responsibilities as assigned by the Climate Infrastructure Lead, Head, Origination and Structuring and Management



## QUALIFICATION, EXPERIENCE AND COMPETENCY REQUIREMENT

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Candidates for the role should possess the following qualifications:

1. Post graduate degree qualification in Accounting/Economics/Finance/Business or MBA
2. Relevant professional qualifications are an advantage.
3. Minimum 8 -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 business/report writing and presentation skills
10. Good communication and interpersonal skills, with an ability to negotiate effectively with bankers clients, internal peers, internal/external counsels, rating agencies, etc.
11. Proven analytical skills and systematic problem-solving skills that lead to tangible outcomes and results
12. Strong project management skills and demonstrated commitment to professional and client service excellence.
13. Mastery of MS Office Suite, including Word, Excel, Power Point, etc.
14. Acute attention to details and dedication to providing high quality work outputs



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