

VACANCY FOR:

ASSISTANT VICE PRESIDENT, ORIGINATION AND STRUCTURING

REPORTS TO: Head, Origination and Structuring

JOB SUMMARY: Responsible for identifying and progressing deal opportunities under the Annuity PPP product, while managing strategic relationships with key stakeholders across the value chain.



BACKGROUND

InfraCredit remains committed to its mission of mobilising domestic pension fund assets to provide long-term credit and support new infrastructure development that will create jobs, reduce poverty and promote economic growth in Nigeria. We collaborate with State Governments to improve infrastructure development in their states, particularly in the development of transport infrastructure, Agro-Processing, and Special Economic Zones (SEZ), including the establishment of knowledge centres/hubs that leverage technology and power. To this end, we have entered a Technical Assistance (TA) agreement with KfW TA Facility to support eligible state government-supported and private sector-led revenue-generating infrastructure projects in Nigeria and would require a competent and capable candidate that will lead/drive the scaling of the Annuity PPP product while maintaining strategic relationships with the state governments, regulators and the investing community.



JOB RESPONSIBILITIES

The resource person will be responsible for, but not be limited to, the following:

- Lead the origination of Annuity PPP deals in line with the overall departmental targets
- Lead and/or support new-business pitches, ensuring delivery with sound situation-based offerings that address the financing needs of the state with respect to infrastructure development
- Support the development of feasibility studies and other project development material, including the performance of detailed project risk assessments for proposed PPP projects
- Establish and maintain strong working relationships with government agencies, multilateral institutions, and private investors.
- Represent the organization in PPP forums, workshops, and stakeholder meetings
- Participate in negotiating guarantee documentation and the structuring of the Annuity PPP transactions, with a clear understanding of the structural elements of the various deals
- Review market needs and recommend changes/improvements to products in line with market demands
- Oversee the credit analysis process as well as the underwriting of debt transactions per our underwriting criteria
- Coordinate the preparation of memos/papers to the new business committee and credit applications to the credit committee
- Oversee the continuous development and improvement of the Annuity PPP product to ensure compliance with the ever-changing market environment and the State's evolving needs.

- Develop a good understanding of debt capital markets with a focus on the Annuity PPP product, to facilitate delivering customized solutions with appropriate risk management.



QUALIFICATION & EXPERIENCE

- Minimum of 6 years work experience, 3-4 years of credit and debt capital markets experience and at least 5 years in the Nigerian financial markets
- Experience in financing infrastructure-related assets
- Familiar with guidelines and regulations governing debt securities and credit transactions
- Sound understanding of credit underwriting, debt capital markets, with experience in successfully executing and obtaining credit ratings for corporate debt issuance transactions in Nigerian debt capital markets
- Good understanding of guarantee products, capital markets and financial instruments
- Strong network with banks, corporates, pension funds, insurance companies and other industry players
- Strong deal structuring know-how, product knowledge, and deal execution expertise



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