



OUR CLIENT

Our client is leading West African private equity investment firm investing across different sectors. Its objective is to develop a portfolio of profitable, high growth companies that generate attractive long-term value for our investors, while bringing forth positive social and economic impact.

On a strategy side, the client builds companies with top-notch management teams, governance systems and business practices, enabling them grow into sector leaders. Using our industry and market knowledge, business expertise, operational skills, we have a proven track record of significantly increasing value of our portfolio companies.

BACKGROUND

As part of its strategy, our client has identified the immediate need to suitably qualified professional to fill the position of **Investment Manager** for its operations in Ghana. The position is open to both Ghanaians / non-Ghanaians with relationships & understanding of the Ghanaian markets.

The role will be based in **Accra, Ghana**

ROLE PROFILE

Job Title	Investment Manager
Reports to	Vice President / Partners
Level	Manager

Job Description

Our client is seeking an Investment Manager to join the Company in managing acquisitions and divestures (transactions) of its portfolio companies and to provide support to the management team in expanding and optimizing the business. Investment managers work with Partners and VPs but largely lead transactions from start to finish, which requires a wide range of competencies in deal/partnership sourcing, financial analysis, negotiations, document/report preparation, strategy development, operational overhauls and organizational change management.

RESPONSIBILITIES

- Take a leadership role in sourcing new investment opportunities
- Foster good relationships with the target companies and industries
- Lead buy-out/acquisition projects
- Manage contract negotiations, due diligence processes, structuring and completion of transactions
- Create detailed investment recommendations to the Investment Committee
- Play an active, hands-on role in portfolio management to increase company value
- Coach the portfolio companies and conduct project work on non-executive board level



- Develop exit strategies and lead divestment processes –
- Support the Managing Partner with company and investor relations
- Develop, interpret and update complex financial models for potential and current projects
- Perform periodic project performance and credit review of investment as agreed with the Managing Partner
- Coordinate regular project site visits as part of on-going oversight of the portfolio companies
- Perform various ad hoc analysis/reporting/financial projects
- Support end-to-end management of assigned projects i.e. from project definition to project implementation and close. Running parts of the transaction
- Perform other financial and non-financial project management related tasks as required.
- Supporting the more experienced team members in negotiations and on execution
- Lead negotiations with potential banking partners
- Maintain relationships with potential investee companies or with professionals in close proximity to potential deal flow
- Oversee the sourcing, procuring, expedition and deliver materials from overseas markets for GZI, at competitive rates and in line with recognised Quality Standards.

QUALIFICATION / EXPERIENCE

- A strong first degree from a recognised university;
- Masters' degree in any business or finance-related field;
- Additional professional qualifications (e.g. CFA/ACA/ACCA, MBA, PMP etc) will be an advantage;
- 5-8 years of experience as a manager in a highly competitive and demanding environment with a strong preference for individuals with experience managing transactions (investment banking, private equity) or building up and optimizing companies (e.g. consulting, business development, logistics, manufacturing), preferably with a small-to-mid sized team.

COMPETENCIES REQUIRED

General for all candidates

- Sound judgment and ability to make decisions with limited information
- Strong critical thinking skills and ability to quickly apply logic to unconventional scenarios
- Strong quantitative analysis and problem-solving skills.
- Highly effective communication and business writing skills.
- Managerial and team building skills.
- Resourceful and problem- solving.
- Good time management skills.
- Strong research experience.
- Talented at networking to find opportunities.
- Strong negotiation skills.



- Entrepreneurial mind-set that identifies business potential.
- High commitment and self-starter mentality.
- Down to earth personality.
- High proficiency in the use of the Microsoft Office Suite of programs (e.g. Excel, PowerPoint) and strong capability to build or oversee the development of financial analysis.

Candidates with non-financial backgrounds

- Strong experience analysing and improving business processes
- Natural ability to connect with people and win over their trust and active support
- Experience creating and updating formal project plans to track a wide range of initiatives
- Proven capacity to build up new lines of business with limited support

Candidates with financial backgrounds

- A good understanding of how PE works and how to create value with an investment
- Proven transaction track record
- Financial analysis and modelling skills including financial projections, valuation and DCFs
- Strategic thinking and ability to identify critical gaps in data and approach/methodology
- A strong understanding of investment methodologies, particularly in valuation and transaction matters

SKILLS

- Detailed oriented with strong organisational skills
- Flexibility and ability to work with minimal supervision
- Good team work capabilities
- Strong ability to think creatively and inspire creativity in others
- Ability to manage multiple, high-pressure deadlines
- Ability to think in a start-up type organisation

LANGUAGE / OTHERS

- Fluency in writing and speaking English is mandatory
- Intermediate usage of French or any other international Language could be an advantage
- Willingness to travel “out of station” with minimal prior notice (e.g. other parts of West Africa)

BENEFITS

- Take ownership of strategic investments and play a part in the strategic direction of the firm’s portfolio companies
- Work in a challenging environment with bright and driven colleagues



COMPENSATION

- You will be offered an attractive basic salary and compensation package in USD terms
- Provision of an official car per term of 4 years
- Mobile Phone Provision per term of 2 years
- Annual performance bonus compensation and carried interest

APPLICATION

To apply, please download and complete an application [questionnaire](#) via: www.talentstonefinance.com/candidates.html and send a copy of your updated resume with the completed questionnaire to hello@talentstoneafrica.com

To schedule a 30-minute discussion with a Talentstone Consultant, kindly visit: <https://talentstoneafricascheduling.as.me/schedule.php>

Please note that applications will be treated on a rolling basis and only shortlisted candidates will be contacted.