



## OUR CLIENT

Our client is a private sector-led **multilateral development finance institution**, with a mission to be a catalyst for private sector infrastructure investment across Africa. The institution was established to help fill a critical void in providing project structuring expertise and risk capital to address Africa's infrastructure development needs. The client not only provides access to finance, deal structuring and sector technical expertise, but also advisory services, project development capacity, and funding to bridge the infrastructure investment and access deficits, in the core infrastructure sectors of power, natural resources, heavy industry, transport and telecommunications, all critical pillars for economic growth across Africa.

Our client is also rated as one of the highest investment-grade rated multilateral financial institution on the continent based on a sound capital adequacy position, high asset quality and strong prudential framework that supports a high degree of liquidity, supported by an excellent profit margin and profit retention.

## BACKGROUND

To further achieve the aforementioned objective, our client has identified the urgent need to recruit a competent and suitably qualified professional to fill the position of **Associate, Special Assets Management**. This is a unique and rewarding opportunity for exceptional, highly motivated, and energetic result-oriented individual to step up and make a difference by contributing directly to the Portfolio Management unit within the Investments arm of the institution as well as indirectly to growth within the African investment market for the institution's infrastructure investment activities.

## ROLE PROFILE

The candidate will assist the AVP, Special Assets Management (SAM) in delivering on the SAM mandate and shall be responsible for conducting thorough quantitative and qualitative analysis on the SAM portfolio to aid senior management's decision. This is an excellent opportunity for an investments professional to take the next step in their career by working closely with the AVP, Special Assets Management (SAM) in coordinating the Institution's funding initiatives in the global debt and equity capital markets.

<b>Department</b>	Portfolio Management (within Investments)
<b>Job Title</b>	Associate, Special Assets Management
<b>Reports to</b>	Assistant Vice President, Special Assets Management
<b>Compensation</b>	Very Attractive (Tax Free Base Salary, Housing Allowance, Car Allowance, Education, Pension, International Health Insurance for employee and family,



Life Insurance for employee and family, Travel &  
Relocation expenses

**Location** Lagos, Nigeria

### **Job Description**

The role requires expertise in quantitative analysis and financial modelling, assessment of the creditworthiness of borrowers and understanding the unique challenges and opportunities associated with special assets. The Special Assets Management Associate is expected to collaborate closely with internal teams such as legal, Finance, risk management, sector teams and other colleagues in delivering on the Special Assets Management unit mandate.

### **PRINCIPAL RESPONSIBILITIES**

- i. Conduct in-depth financial and qualitative analysis of challenged or potentially high-risk credit accounts to evaluate the borrower's challenges, financial position, repayment capacity, and collateral value.
- ii. Identify and assess risk factors associated with special assets, including industry trends, market conditions, and borrower-specific issues.
- iii. Monitor, analyze and report the performance of the special assets' portfolio.
- iv. Under the supervision of AVP, SAM, collaborate with internal stakeholders to negotiate terms, restructure loans, or implement other risk mitigation measures.
- v. Assist in preparation of transaction documents (credit memorandums, engagement letters, proposals, request for proposals, facility restructuring timelines etc.)
- vi. Stay updated on industry best practices and market trends relevant to special assets credit analysis.
- vii. Provide a periodic analysis and status update on the SAM portfolio to management, as may be required.
- viii. Update and maintain the SAM portfolio dashboard to provide up to date information on the SAM portfolio to management and other internal stakeholders.
- ix. Be actively involved in the resolution of any operational or business challenges or bottlenecks in identified assets within the SAM portfolio.
- x. Manage administrative duties for Investments' business units covering processing of transaction-related procurement requests, drafting proposal requests, invoice

settlement, business meeting scheduling, relationship management correspondences, documents management, etc.

- xi. Act on behalf of and perform any other duties that may be assigned by the AVP, SAM

#### Client / Relationship Management

- i. Collaboratively work with the relevant teams in the Investment Division as well as across Divisions, clients, facility agents and other stakeholders to deliver on the mandate of the Special Assets Management function.
- ii. Day-to-day reporting to AVP, SAM under the leadership of the Head of Portfolio Management and Optimization.
- iii. Relates with Portfolio Managers, transaction teams as well as other staff across the Corporation as required in the discharge of assigned duties.

### COMPETENCIES

#### Skills

- i. Sector Understanding: A working understanding of at least two of the institution's priority Sectors. These priority sectors include Heavy Industries, Telecoms & Technology, Natural Resources (Oil & Gas, and Mining), Power, Transport and Logistics.
- ii. Ability to analyze financial statements, credit reports, and other relevant documents to assess the creditworthiness of borrowers, with a mindset of proffering solutions. Strong quantitative and analytical skills are essential, with proven financial modelling skills.
- iii. Aptitude for identifying problems or challenges in credit portfolios and proposing effective solutions. Candidate should be able to think critically, assess various alternatives, and make informed decisions.
- iv. Candidate should be meticulous to ensure accuracy and minimize errors in work. Detail-oriented with strong organizational skills. Must be able to manage a wide variety of tasks and requests without compromising on quality.
- v. Excellent verbal and written communication skills to interact with clients, internal stakeholders, and external parties effectively. Candidate should be able to explain complex financial concepts in a clear and concise manner.

- vi. Proficiency in managing multiple priorities, meeting tight deadlines, and working under pressure. Strong organizational skills will help in staying on top of various tasks and maintain efficiency.
- vii. Be able to prepare and deliver compelling presentations as assigned.
- viii. Understanding of transaction structures and instruments including an aptitude for reviewing and understanding project finance documentation and transactions.
- ix. Ability to independently review and critique financial models provided by third parties (clients, consultants, colleagues etc.) to identify potential areas for improvements that can help optimize the institution's returns.

### **Attributes**

- i. Given that the success of the role depends on collaboration, the ideal candidate must demonstrate a proven track record to work in a collaborative team-based environment across departments, divisions, countries and ethnicities.
- ii. Ability to deliver on deliverables with limited supervision. A self-starter, able to assume initiatives and deliver on such initiatives following approval by line manager.
- iii. Self-motivation and ability to work under pressure to meet set deadlines.

### **Knowledge**

- i. A good understanding of credit, project finance, financial analysis and report writing.
- ii. Strong knowledge of debt transactions, credit and workout interventions processes
- iii. Excellent communication, writing and presentation skills.
- iv. Appreciable understanding of macro trends, business cycles and how these impact business performance and implications for Special Assets Management portfolio.
- v. Appreciable use of Microsoft Excel, PowerPoint and Word and data analytical tools. Familiarity with other database management tools will be an added advantage.

### **KEY PERFORMANCE INDICATORS**

- i. Timeliness and quality of analysis: Meet established deadlines for credit analysis and ensure accuracy and completeness in credit memorandums and reports.
- ii. Timeliness in delivering periodic reports on the status of the SAM portfolio.



- iii. Quality of SAM portfolio updates, reports and presentations.
- iv. Quality and adequacy of research reports developed.
- v. Deal participation, where required.
- vi. Individual performance targets as agreed with the Line Manager.

## **Minimum Qualifications and Requirements**

### **Education**

- A good first degree from a recognized University, and
- An MBA or a Masters Degree in a finance related field or a finance-related professional certification (ACCA, CFA, FRM etc.).

### **Experience**

- Minimum of 4 - 6 years cognate experience, with experience working in a credit function in a project finance related institution or a corporate finance/M&A function.

### **Language**

- English
- French, and/or Spanish and Portuguese would be desirable.

### **Others**

- Willingness to travel “out-of-station” with minimal prior notice

This is an extremely secure position and the company has gone through a huge amount of growth and investment since its existence. You will be offered an attractive compensation package which includes a tax free USD base salary, housing allowance, car (allowance), pension, life assurance and international medical insurance.

Work sponsorship, relocation assistance and ticket for candidate and family members will also be considered for a successful candidate where applicable.

To indicate your interest, please mail your updated resume to **Jide Adebisi** by email at [research@talentstonefinance.com](mailto:research@talentstonefinance.com) or **Rachel Fitton** at [rachel@talentstonefinance.com](mailto:rachel@talentstonefinance.com) call +1 202 743 2440 for further discussion.