

GUARANTCO MANAGEMENT COMPANY LIMITED
JOB DESCRIPTION

| | | | |
|--------------------|----------------------|----------------------------------|--------|
| Job Title: | Credit Manager | | |
| Reports to: | Chief Credit Officer | Department: | Credit |
| Location: | London | Number of direct reports: | None |

ABOUT GUARANTCO, THE TEAM AND WHAT WE ARE LOOKING FOR

GuarantCo mobilises private sector local currency investment for infrastructure projects and supports the development of financial markets in lower income countries across Africa and Asia. GuarantCo is part of the Private Infrastructure Development Group (PIDG) and is funded by the governments of the United Kingdom, Switzerland, Australia and Sweden, through PIDG, and the Netherlands, through FMO, the Dutch Development Bank. GuarantCo is rated AA- by Fitch and A1 by Moody's. GuarantCo's vision is to become a centre of excellence for local currency credit solutions for infrastructure finance in lower income countries thereby assisting with the alleviation of poverty.

The GuarantCo team is located in the City of London and is small, diverse, focused, collaborative and action orientated. We are looking for candidates who have the experience to deliver against the responsibilities of the role and who are passionate about making a difference whilst working in an entrepreneurial and innovative environment.

The Credit Manager is to work with the Chief Credit Officer in developing and maintaining an enabling credit risk culture within GuarantCo, one which facilitates new transactions that deliver high development impact whilst managing the associated credit risks within the PIDG's Risk Appetite Framework.

The Credit Manager is also to work closely with the Global Execution Team and Portfolio Management to ensure that the credit risk associated with new and existing transactions are well understood and appropriately mitigated to preserve GuarantCo's capital and to maintain its high credit ratings.

MAIN RESPONSIBILITIES

Credit Risk

- Quality control of all credit applications, whether they be to the Credit or Portfolio Committees.
- Work with General Counsel, Global Execution Team and Portfolio Management on the seamless transition of a transaction through the credit application, living term sheet and ultimately into documentation.
- In respect of credit skills to assist with the coaching and development of Global Execution Team, Portfolio Management and other stakeholders.
- Manage the timely delivery of any Credit Lessons Learned feedback.
- Work with the Chief Credit Officer and the Chief Operating Officer on the analysis of the credit risk portfolio developing from a snapshot into a strategic tool.

Technical

- Responsible for maintaining GuarantCo's credit policy (including Stressed Assets) and associated material.
- Work with Operations Department to enhance the credit portfolio reporting.
- Work with the Finance Director in reviewing and maintaining the expected credit loss models, predominantly the Probability of Default and Loss Given Default scorecards, being recognised as the company's expert in this respect.
- Drive the developing and maintaining of Country Risk Assessments. This also incorporates tax and legislative knowledge pertinent to GuarantCo.
- Drive the development of a financial model to analyse GuarantCo's potential clients and assist the wider PIDG credit solutions offering.
- Monitor the credit sanctioning, including updating process on Trade Manager.
- Oversee the timely approval of both Credit Committee and Portfolio Committee minutes and monitoring of all follow up actions.

Other

- Work with the Chief Credit Officer and Chief Executive Officer on the PIDG Risk Appetite Framework.
- Undertake other duties as directed by the Chief Credit Officer and Chief Executive Officer.

CORE COMPETENTIES

Essential experience

- Expertise in the management of structured/ project finance transactions.
- Evidence of ability to deal proactively with issues arising during construction and operational project phases.
- Strong corporate credit risk skills.
- Good knowledge of transaction legal documentation.
- Track record of delivering a strong client focused service.

Desirable experience

- Knowledge and experience of restructuring problem assets.
- Solid understanding of frontier markets (ideally in Africa and Asia).
- Familiarity of issues relating to corporate and project finance in Emerging and Frontier Markets.
- Evidence of enhancing value of portfolio assets.

Product and market

- Ability to demonstrate understanding of lending and fixed income products.
- Familiarity with guarantees and similar products from Export Credit Agencies, multilateral and bilateral development institutions, monoline insurers etc. would be desirable.

Interpersonal

- Team player but able to work self-sufficiently.
- Good verbal and written communication at middle/senior levels.
- Good networker and relationship builder.
- Cultural awareness.
- Ability to influence and obtain buy-in from a wide range of stakeholders.

Personal

- Fluency in oral and written English is essential and other pertinent languages is desirable.
- Self-starter, able to collaborate closely with colleagues
- Entrepreneurial but with a strong ethical foundation
- Resilience, not put off by set-backs
- Organised and able to manage competing priorities
- Analytical ability
- Problem solving, ability to think laterally
- Ability to understand and navigate complex issues
- Capable of developing and communicating his/her own point of view
- Common sense
- Strong spreadsheet and financial modelling skills

EXPERIENCE

The ideal candidate will have worked in a major financial institution, accountancy firm, financial advisory firm, private risk insurance market, or a project sponsor/operator ideally focused on infrastructure and project finance for at least 3 years, preferably including a focus on frontier markets. He/she will have experience of conducting due diligence on complex cash flow-based financings and preferably can demonstrate some experience of working with various sources of risk mitigation.