

GUARANTCO MANAGEMENT COMPANY LIMITED
JOB DESCRIPTION

Job Title:	Manager		
Reports to:	Director, Investment Team	Department:	Investments
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 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, preferably including a focus on frontier markets.

The Manager will report into a Director in the Investment team and will support the Investment team and other team members globally in steering new transactions from identification to close.

MAIN RESPONSIBILITIES

- Conduct due diligence for new deals, including:
 - Structuring and credit analysis,
 - financial modelling – including review, stress-testing and carrying out of scenario analysis,
 - review of commercial and legal documentation.
- Take the lead in preparing and presentation of new business proposals and final credit proposals to the GuarantCo Credit Committee.
- Take the lead in undertaking, coordinating and driving due diligence tasks working alongside junior deal team members with oversight from senior team members – this also includes appointing and liaising with independent advisors. Serve as due diligence point of contact with clients.
- Oversee the delivery of main responsibilities by Analysts either on transactions or as part of internal processes, and generally provide on the job training and support to Analysts.
- Critically review project documentation to ensure that GuarantCo's position is appropriately protected.
- Travel to frontier markets in Africa, South and Southeast Asia for up to 25 percent of the time and generally between a few days to two weeks at a time.
- The Manager will typically work in teams including a Regional Director, Director and Analyst.

CORE COMPETENCIES

Essential experience

- Educated to undergraduate degree level
- Expertise in the management of structured/ project finance transactions.
- Strong credit risk assessment skills.
- Ability to demonstrate understanding of lending and fixed income products.
- Strong financial accounting and financial statement analysis skills.
- Strong financial modelling and cashflow analysis skills.
- Good knowledge of transaction legal documentation.

- Track record of delivering a strong client focused service.

Desirable experience

- An advanced degree (post graduate) / has started or completed a professional qualification.
- Familiarity with guarantees and similar products from Export Credit Agencies, multilateral and bilateral development institutions, monoline insurers etc.
- 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.
- Experience of managing or overseeing junior team members.

Interpersonal

- Team player but able to work self-sufficiently.
- Good verbal and written communication at middle/senior levels.
- Good networker and relationship builder, including ability to deal with senior personnel in client businesses.
- Cultural awareness.
- Strong verbal and written communication skills.
- Ability to effectively manage relationships between internal and external stakeholders.

Personal

- Fluency in oral and written English is essential and French is desirable.
- Self-starter, able to collaborate closely with colleagues.
- Entrepreneurial but with a strong ethical foundation.
- Resilience, not put off by set-backs.
- Attention to detail.
- 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.
- Strong spreadsheet and financial modelling skills.
- Motivated to work on projects in frontier markets.
- Passion for development impact.