

## Asset Manager

*InfraCo Africa seeks to alleviate poverty in frontier markets: by mobilising private sector expertise and finance to develop high-quality infrastructure projects that enable economic development.*

### Our Company

InfraCo Africa ([infracoafrica.com](http://infracoafrica.com)) reduces the costs and risks associated with the development of early-stage projects by providing the public risk capital and expertise needed to develop them from a concept to a commercially viable investment opportunity. We do this by funding teams of experienced project developers who can originate and progress projects on our behalf, and by investing directly into those projects which would benefit from the financial commitment and leverage we can provide.

Established in 2004 as part of the Private Infrastructure Development Group ([PIDG](#)), InfraCo Africa is managed as a private company although funded by the governments of Switzerland (via [SECO](#)), the Netherlands (via [DGIS](#)) and the UK (via [DFID](#)). This means that our work reflects our shareholder's objectives and is delivered using proven business practices. It also means that we are continuously balancing commercial viability and development impact. For example, we get involved in infrastructure projects before everyone else, at a stage when the costs and risks are too high for the private sector. We will prioritise projects in the poorest or most fragile counties and those that are the first of their kind or doing something truly innovative to help local communities. Yet, we also choose projects that with our help can become bankable and reach financial close, enabling us to recoup our costs and reinvest. Our projects are also developed to the highest environmental, social, health and safety standards and we embed good governance, transparency and leading ABC practices into everything that we do. The inherent tension, between development impact and commercial viability, is unique to InfraCo Africa and differentiates our involvement in projects.

We have a track record of successfully developing and closing deals: with ten projects developed through to Financial Close so far. Of these ten, we have fully exited four projects and are overseeing the construction and operation of the remainder. Since 2015 we have focused on building a diverse pipeline of projects, committing over US\$75m to the development of twelve new infrastructure projects and establishing a new office in Kenya and a team in Senegal. Many of these projects are now in the process of raising finance with the intention of commencing construction activities late in 2019. We have also set ourselves a new, ambitious growth strategy: one that will see us doubling the size of our business over five years and further diversifying our pipeline within the water and transport sector. To manage forecast activity, we are expanding our Asset Management and Business Development teams and will be investing in developing our internal sales and investment capabilities.

Having recently secured a new tranche of funding from our Donors, we are looking to once again double our pipeline and expand our presence in the transport and water sectors. Therefore through 2019 and onwards, we will have a concurrent focus on originating new deals whilst also managing and recovering investment into our current pipeline.

**Our Business Development Team:** has a deep expertise in the technologies it develops, in governance and in project contracting and financing. They are responsible for the origination, development and eventual exit from InfraCo Africa's projects.

**Our Asset Management Team:** has a deep expertise in the governance of successful businesses and protecting corporate investments into infrastructure assets. They are responsible for the construction and operation of InfraCo Africa's projects and its successful recovery of invested funds.

**Our Corporate Team:** has a breadth of expertise from financial management and accounting, to development impact reporting, corporate and project law, HR and marketing. They are responsible for the effective and efficient operation of our business.

## Your Role

The Asset Manager reports into the Head of Asset Management and is responsible for the successful construction and operation of those infrastructure project companies that InfraCo Africa retains an interest in beyond Financial Close.

## Your Responsibilities

As an Asset Manager, you will be expected to:

- Develop a strong network of EPC contractors, O&M businesses, financiers, government agencies and others to support the construction and operation of infrastructure projects across Africa;
- Set an annual plan and budget for InfraCo Africa's involvement in projects under construction / operation, this would include preparing/updating an exit strategy;
- Oversee construction and engineering activities on InfraCo Africa's assets, including monitoring and reporting on delivery against milestone plans and budgets;
- Partner with the project company to identify and mitigate risks to InfraCo Africa during construction and operations;
- Undertake a Director's responsibilities on the Board of InfraCo Africa's Project Company and, as Director, ensuring that the business operates effectively;
- Oversee the set-up of operational, health & safety, and governance systems and monitoring their successful implementation;
- Review the Project Company's corporate finances and accounts, liaising with and providing information to InfraCo Africa's Project Accountant or Head of Finance as required;
- Commission valuations and updating/monitoring the investment case for InfraCo Africa's ongoing involvement and/or exit from the asset regularly, presenting any changes to its investment committee; and
- Manage InfraCo Africa's sale of equity and exit from an operational asset (target two years plus after becoming operational).

## Your Experience and Qualifications

We expect you to:

- Hold a degree in engineering ideally coupled with either business management, legal or accounting qualifications/training;
- Have at least 5 years of infrastructure development and/or implementation experience;
- Have worked on construction projects and/or managed operational infrastructure assets in Sub-Saharan Africa;
- Have experience of project/concession financed projects, preferably through construction or operational phases;
- Have a good knowledge of infrastructure projects in Sub-Saharan Africa with experience of renewable projects and/or mini grids;
- Have credibly engaged with senior government stakeholders and communities within sub-Saharan Africa, and have an established network across the private and public sector; and
- Demonstrate personal integrity and professionalism.

### Your Personal Qualities:

**Analytical precision:** Able to *dive into the detail* of a financial model, accounts, contractual agreement, study or design to challenge its accuracy whilst balancing technical precision against achievement of the deliverable's overall objective.

**Perceptive:** Able to *understand* business and project financials, processes, politics and *navigate* these to identify, filter and *prioritise the risks* that could impact InfraCo Africa's investments or reputation.

**Collaborative:** Able to build strong, lasting relationships with a *diverse* mix of individuals and businesses and to use these to *share ideas* and *work collectively* to resolve issues.

**Innovative:** Able to find *creative* solutions to issues as they arise and to *patiently persevere* and refine their approach until a resolution is found.

**Integrity:** Demonstrates *professionalism* in all that they do and *acts with integrity* even when that means walking away from something that might be to their own advantage.

**Location:** The Asset Management team is currently based out of Nairobi and London and it is anticipated that this role will also be based in Nairobi. Effectively undertaking the role of Asset Manager will require extensive travel across the region and time in-country at project sites. To find out where our current projects are, please check our website: <http://www.infracoafrica.com/our-scope/>

**Package:** Available on request.