

GUARANTCO MANAGEMENT COMPANY LIMITED
JOB DESCRIPTION

Job Title	Director, Global Execution Team (GET)		
Department	GET		
Location	Initial 12 months in London and then permanently in Singapore	Number of direct reports:	Two +

ABOUT GUARANTCO

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 the PIDG Trust, and the Netherlands, through FMO, the Dutch Development Bank and the PIDG Trust. GuarantCo's funds, through the GuarantCo Management Company (GMC), is managed by Cardano Development.

GuarantCo is rated AA- by Fitch and A1 by Moody's. The company'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 head-quartered in the City of London, with regional hubs in Nairobi and Singapore, 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.

ABOUT THE GLOBAL EXECUTION TEAM

The Global Execution Team (GET) sits across GuarantCo's three offices: London, Nairobi and Singapore, and is a team of investment specialists with the purpose of executing all transactions originated by four Regional Directors covering Africa and Asia.

The role holder would join GET as a director. The GET Directors are expected to play a significant part in developing the strategic direction of the business as well as exemplify strong leadership behaviours to the wider team, in line with GuarantCo's values. Across GET, they ensure appropriate processes are in place to ensure quality outputs and sharing of best practice whilst providing the in-depth expertise to execute transactions in the countries and sectors that make up GuarantCo's mandate. Taking projects to financial close, GET will be responsible for ensuring a strong handover to the Portfolio team after financial close.

GET Directors line manage Analysts and/or Managers from across their team. They are expected to provide appropriate support to develop their team members, will perform end of year appraisals, a quarterly review of objectives throughout the year and regular 1:1's. The Analysts within GET are expected to spend 50% of their time on pipeline activities and 50% of their time on portfolio activities, including restructuring of stressed assets. The GET Director will be expected to enable this cross-working and support the Analysts with work prioritisation.

MAIN RESPONSIBILITIES

- Ensuring that the team delivers high quality outputs, shares best practice and has appropriate work responsibilities and workload.
- Responsible for execution of pipeline transactions from mandate letter stage (post New Business Committee (NBC) approval) to Financial Close from credit, policy, development and relationship perspectives. Undertake due diligence, including site visits, structuring, qualitative and quantitative appraisals, preparation and presentation of Credit Committee (CC) papers to the relevant GuarantCo committees, negotiating, reviewing and executing legal documentation to reach financial close.
- Ensure that the Regional Director responsible for the transaction is informed of progress throughout the process, that the team have excellent communication protocols to ensure timely and efficient working

practices and that the Regional Director is briefed to be able to perform any client relationship roles required on the transaction.

- Work closely with the wider members of the GMC team and GMC's Executive Committee to ensure all relevant aspects have been taken into account for each transaction, including legal, compliance, tax, treasury.
- Responsible for high quality hand over of transactions to the Portfolio Manager assigned to each project.
- Support and train junior team members as part of a deal team.
- Line management responsibilities for Managers and/or Analysts including end of year appraisals, a quarterly review of objectives throughout the year and regular 1:1's.
- Attend conferences, seminars and undertake other marketing activities to promote GuarantCo to support the origination of new opportunities.
- Undertake opportunistic origination activities.
- Any other reasonable duties as may be assigned by GMC from time to time.

CORE COMPETENCIES

Essential experience

- Educated to undergraduate degree level.
- Expertise in the management of corporate and 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.
- Experience in line management.
- Strong written and verbal communication skills.

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.
- 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.
- Motivated to work on projects in frontier markets.
- Passion to make a difference in frontier markets.

Valuing diversity is essential to GuarantCo's work. We aim to act in accordance with and promote equality legislation by avoiding unjustified discrimination and recognising discrimination as a barrier to equality of opportunity, inclusion and human rights. All GuarantCo employees are required to ensure their behaviour is consistent with our policies. GuarantCo is committed to a policy of equal opportunity and is keen to reflect diversity at every level within the organisation.

Please submit your CV and cover letter to recruitment@guarantco.com by 7th October 2019