



**MAHLAKO**

BALANCING GROWTH

## Role specification

We are looking for a candidate to join as a Senior Associate in a rapidly growing Infrastructure Advisory team. This position fills an integral role that involves working closely with the rest of the advisory team to execute a wide variety of challenging and exciting engagements related to the planning, development, delivery and operations of major economic and social infrastructure projects.

The ideal candidate will be:

- an individual with more than eight (8+) years of experience in developmental and project finance;
- a dynamic individual with excellent technical and soft skills;
- an analytical and logical thinker with a strong attention to detail;
- a strong team player with the ability to adapt to changing requirements or deadlines in support of our client's goals;
- highly motivated and energized by participating in projects involving development of critical national infrastructure assets that have a tangible and lasting impact on society; and

Key responsibilities will include:

- Partake in strategy formulation Consulting, leading and managing projects and programmes for clients;
- Undertaking feasibility studies and compiling feasibility study reports;
- Undertake quantitative and qualitative analysis of financial information and documentation to develop and report findings relevant to the client;
- Drafting reports and presentations for client meetings;
- Collaborating with other team members in identifying and exploring potential new business opportunities;
- Sourcing new strategic potential investments and appraise investment proposals as well as coordinating and undertaking due diligence thereof;
- Assisting in projects related to corporate and project finance, valuation and transaction support services in industries aligned to company strategic focus;
- Structuring investments and projects and, managing, and negotiation support.
- Undertaking quantitative and qualitative analysis of financials and documentation to develop and report findings relevant to the client;
- Researching accounting, tax and financial market information to be used in modelling, scenario analysis and negotiation support;
- Developing project finance and corporate financial models;
- Conducting industry specific research and desktop or other forms of feasibility studies on potential strategic projects and produce various forms of reports and/or presentations;
- Draft marketing materials and transaction proposals;



# MAHLAKO

BALANCING GROWTH

To qualify for the role, you must have

- Undergraduate and postgraduate degree
- 8+ years of relevant work experience in developmental or project finance
- Proven networks and relationships in the infrastructure related sectors (energy, water and sanitation, transport, telecommunication, etc) with various stakeholders (South African government, State-Owned Entities, development finance institutions, commercial banks, pension funds, etc.)
- Understanding of key business drivers and players in the infrastructure sector
- Understanding and experience with the Public Finance Management Act (PFMA) and Municipal Finance Management Act (MFMA) including Public Private Partnership (PPP) provisions
- Experience and knowledge of government policy-making as it relates to infrastructure (Infrastructure Development Act, Electricity Regulation Act, etc.)
- Experience and understanding of processes around government procurement of infrastructure
- Completed a number of feasibility studies and closed a number of infrastructure projects, ideally within the public sector
- Strong knowledge of South African debt financing and capital markets; and/or of global infrastructure and project financing markets
- Excellent knowledge of financial markets and instruments.
- Advanced financial modelling skills, with experience and knowledge of VBA in Excel
- Strong project management skills and ability to structure work
- Strong written and verbal communication/presentation skills
- Team oriented, collaborative, respectful, positive, flexible style and a strong work ethic

Ideally, you will also have

- A professional qualification such as CA or CFA

The successful candidate for this position will enjoy working with a market leading team in the Infrastructure financing and advisory industry, and work on the redevelopment of South Africa's core infrastructure.