

JOB DESCRIPTION

POSITION: Transaction Facilitation Advisor – Tanzania (full time)

DURATION: One-year contract (renewable)

LOCATION: Dar es Salaam

INTRODUCTION

The programme is a seven-year flagship FCDO-funded programme that seeks to support at least 55 transactions to financial close, leading to £1.2 billion FDI into the manufacturing sector in Africa and creating 13,750 jobs. The programme is currently operating in Senegal, Kenya, Rwanda, Ethiopia, and Nigeria, starting with operations in Tanzania in 2023.

THE ROLE

The Transaction Facilitation (TF) Advisor will build and manage a pipeline of investment opportunities in Tanzania, reporting to the Africa Portfolio Lead. The TF Advisor will collaborate with the project team, to support ongoing origination activity and will then take ownership of deal execution when a deal has been identified as eligible for project support. The TF Advisor will be the primary point of contact on each allocated transaction and will be expected to drive origination, and work on execution tasks (financial models, IMs, capital structuring) hands on often without support (the programme does not typically have analysts/junior resource). Additional support may be available from the wider team on deal execution depending on demand.

The advisor is required to be able to provide flexibility and a willingness to adapt to the changing needs of the programme.

The advisor is also required to build good relationships in the market, represent MA credibly to stakeholders, and build strong and trusted client relationships with FCDO and within MA core team.

The role will involve:

- **Deal origination** developing and taking ownership of strategies, pursuing leads in the priority country and maintaining engagement. Carrying out initial filtering of investment targets for deals that fit within the project development impact and investment targets;
- **Deal execution** including leading on:
 - building or analysis of financial models and conducting sensitivity analysis;
 - developing IMs
 - due diligence type work (financially focused);
 - report drafting, presentation and delivery for approval and participation in deal

- appraisal meetings;
 - general investor readiness guidance; and
 - deal tracking and advice to achieve financial close.
- **Research** contributing to research into specific businesses or projects.
- **Pipeline administration** – including managing KYC, risk management and on-boarding processes and maintaining the deals database as required.

PERSON SPECIFICATION

Required:

- at least 3 years' corporate finance experience, with experience in financial modelling;
- demonstrated track record of working on transactions, from deal origination to financial close,
- with ability to provide examples of relevant transaction experience;
- consulting, advisory, or other client facing delivery role experience with an understanding of
- strong client service;
- ability to understand and produce financial models for deals;
- must have worked on at least 2 foreign direct investment projects closed with financial investors;
- postgraduate degree in Finance, Economics or Accounting preferred;
- advanced knowledge of Excel is essential;
- excellent written and spoken English is required
- strong understanding of investment landscape in Tanzania;
- a good and consistent reputation in the market (with suitable references) and any historic issues disclosed.

Preferred:

- established networks within the private sector (for manufacturing and agriculture), banking and financial sectors, and sector associations in Tanzania;
- experience working within an investment team or financial advisory team;
- an understanding of the donor funded project environment and impact investing landscape;
- manufacturing and/or agriculture experience is highly desirable;
- experience supporting investments into adjacent sectors will also be considered;
- an MBA or CFA would be highly desirable;
- lead advisor on one end to end M&A or investment deal above \$1M in ticket size.