

Job Specification - Corporate Finance/Property Finance Associate

Select Africa Advisors Limited

Main Purpose of the Role

The Corporate Finance/Property Finance Associate will play a pivotal role in the development and growth of the Select Group. The primary emphasis will be the raising of relevant capital for Property Development, both retail and residential.

The key objectives of the role include:

1. Raising of both debt and equity funding; management of key investor information (including marketing and annual financial reports) and production of detailed information packs.
2. Constant management of cash flow forecasts for the operating entities and projects as well as assessment of their ongoing funding needs to ensure the growth of our loan books and property investments, in both current and new jurisdictions.
3. Preparation and presentation of detailed business plans/proposals to both investors and the internal Capital Allocation Committee.
4. The management of other corporate finance activities including possible acquisitions, mergers and any other growth opportunities.

Key Deliverables of the Corporate Finance/Property Finance Associate

1. Build relationships with new investors including banks and maintain and grow existing relationships.
2. Keep accurate track of all funding requirements for the Select Group and provide the relevant reporting.
3. Ensure that all investor information, including the operational, financial and marketing reports are up to date and accurately reflect the position of the group.
4. Embark on regular “road shows” and investor presentations with the objective of raising funding.
5. Manage the generation of all information required by prospective funders including the management of all due diligence requirements.
6. Ensure that all relevant debt/equity covenants are adhered to and that the reporting is up to date.
7. Provide accurate information relating to company and property evaluations for both investment opportunities and acquisitions.
8. Provide insightful research into new acquisition opportunities including the provision of detailed investment proposals and business plans.
9. Prepare valuations, cash flow forecasts and short-term operational reports for management on an ad hoc basis.

Reporting Structure

The incumbent will report to the Chief Executive Officer for Select.

The Candidate

We seek the following in our desired candidate:

Qualification Requirement

1. A qualified Chartered Accountant is preferred.
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2. Alternatively, B.Com/ Bus. Sci/ CFA graduates with requisite experience will be considered.

Experience / Background Preference

1. The company will only look at candidates who have no less than five years working experience in Corporate Finance/Property Finance.
2. Extensive experience in Capital Raising for both property related investment and loan book growth, Financial Modeling, Valuations and Transactions is essential.
3. An excellent understanding of the investment and financing decisions of investors in real estate and financial markets is essential.
4. A track record of “closing” deals is essential.
5. Candidates with experience in real estate valuation, property management and real estate investments will be given preference.
6. Work experience on the African continent (outside of South Africa) will be highly advantageous.
7. An excellent command of English, both written and verbal, is a requirement of the role.

Key Competencies

The successful candidate will need to demonstrate the following:

1. Excellent interpersonal, verbal and written communication skills.
2. Excellent presentation skills.
3. Self-assurance and a confident manner.
4. Strong financial/valuation modelling skills.
5. Accuracy and strict attention to detail.
6. Strong analytical skills, with the ability to assess complex situations and use creativity to solve problems.
7. A self-starter who shows initiative and assumes responsibility for projects.
8. The ability to prioritise and handle multiple tasks within strict time frames within a fast paced, pressurised environment.
9. Strong client focus.
10. The ability to debate in a constructive manner and to challenge conventional wisdom.
11. Be alert to changing situations, show flexibility in approach, adaptability in difficult circumstances and continuously strive to achieve meaningful results.
12. The ability to build strong relationships with team members, company management and clients.
13. The ability to influence and persuade others.

Location

The position is based at our Johannesburg office located at Illovo Edge Office Block, Building 4, 9 Harries Roads, Illovo, Sandton.

By nature of the group, travel will be required from any staff member of the company from time to time. In this particular role, travel will be required both internationally and to countries in Africa. The successful candidate should be prepared to travel a minimum of seven working days a month.

Compensation

An annual cost to company remuneration package, which will be commensurate with the technical skills and experience of the successful candidate, plus bonus participation.

Please forward applications to Tracey Strong: strongt@africanalliance.com

If you do not hear from us within two weeks, please consider your application for this particular vacancy unsuccessful. In this instance, please be assured that we shall retain your application and will be in touch should a suitable opportunity arise in the future.