

Associate

Full-time position

M&A and Project Finance – Renewable Energies

Based in Nairobi (Kenya) – January 2023

I Company description

Finergreen is a financial advisory boutique specialized in renewable energies and the energy transition. Founded in 2013, the company now operates around the world through 10 offices with around 70 collaborators in total.

We advise our clients (mostly independent industrials, financial institutions or utilities) on strategic projects in either equity (M&A, venture or growth capital) or debt (project finance, private placements, LBOs) transactions.

We have advised over 150 financial transactions to date which led to the development of more than 15 GW of renewable capacity and which have helped startups become cornerstone players of the energy transition around the world.

We strongly believe that financial expertise is required as a fundamental driver of success for entrepreneurs in the energy transition industry given the large amounts of capital that need to be deployed on the long term to drive significant change on our planet.

With a strong track record of working with family businesses and entrepreneurs but also with large and international financial institutions, Finergreen is a recognized advisor in the industry while remaining true to the entrepreneurial spirit that was at its inception.

We have ambitious goals for the coming years and we are looking for autonomous and entrepreneurial profiles that wish to pursue a financial career in a fast-growing company at the heart of the renewables.

FINERGREEN works for a wide panel of key market-makers, either private or public and with high profiles which translates into best-in-class projects. Our goal is therefore to create a world-recognised-brand of financial advisory experts specialised in renewable energies sector.

More information available on our website: www.finergreen.com and our LinkedIn page.

II Job description

The position is based in Nairobi where you will join our team as an Associate. You will work directly with the rest of the African team based in Nairobi, Abidjan, and Cape town on active advisory mandates during all phases.

You will have the opportunity to support a diversify multicultural team executing the mandates awarded to FINERGREEN in the Sub-Saharan Africa region, which may be transactions/projects in M&A, Project Finance or Strategic Advisory.

As an Associate, your main tasks will be:

- Analysis and production activities:
 - Build/adjust financial models, either on Project Finance or M&A transactions;
 - Perform financial analysis of projects and companies;
 - Draft and review marketing materials (i.e IM, teasers, etc)
- Marketing activities:
 - Manage day-to-day interactions with lenders, clients or investors;
 - Attend meetings and negotiations;
- Finergreen activities:
 - Carry out market research;
 - Draft and review client pitches;
 - Contribute to communications, marketing or other material for the company;
 - Oversee the work of Analysts tasks and participate to the training of Analysts;
 - Participate in the development of Finergreen Africa's activities;
 - Participate actively in the office life of a young company that constantly seeks to improve the quality of its services.

FINERGREEN is a human-sized company where you will get the chance to work in a young and dynamic environment while taking part in all the aspects of our diverse activity. You will acquire strong financial skills (financial structuring, balance sheet analysis, modelling...) and will gain solid knowledge related to financial transactions (project finance and M&A) while evolving in an entrepreneurial framework where everyone participates in the growth of the company, where initiative is encouraged and where everyone can make an impact.

III Requirements

The ideal candidate will have an outstanding academic track record from a recognized school or university from which they will have obtained a Master 2 degree with a financial or business background (or engineering with a good financial knowledge).

They have 3 to 5 years of full-time experience within top tier firms (whether in a corporate, an advisory firm or an investment fund) including previous experience in infrastructure or project finance and ideally have been exposed to renewable energy transactions.

They will demonstrate the following skills:

- Commitment combined with a strong work ethic and a sense of initiative;
- Strong financial analysis and accounting skills, proven financial modelling skills (Excel);
- Excellent proficiency in financial modelling on Excel, including VBA coding;
- Extensive knowledge of the energy sector and financing ecosystem in Sub-Saharan Africa
- Extensive product knowledge across financing (and/or advisory) enabling to master the transactional issues of an infrastructure project (financial, fiscal, legal and/or technical)

- Proven strong commercial skills and pragmatism in decision-making
- You are autonomous when you master your activity and can identify and isolate doubtful points and pro-actively mobilise the necessary resources to sort it out
- Excellent presentation skills

You are native or completely fluent in English, both spoken and written. Being comfortable working in French could be a plus.

IV Terms

The position is based in Nairobi, compensation to be discussed based on the profile, including fixed and variable salary.

The position will be opened from January 2023.

V Contact

Please send a resume and cover letter with the subject “Finergreen Associate Nairobi – Name” to careers.africa@finergreen.com