

Business Development Manager

InfraCo Africa seeks to alleviate poverty in frontier markets: by mobilising private sector expertise and finance to develop high-quality infrastructure projects that enable economic development.

Our Company

InfraCo Africa (infracoafrika.com) reduces the costs and risks associated with the development of early-stage projects by providing the public risk capital and expertise needed to develop them from a concept to a commercially viable investment opportunity. We do this by funding teams of experienced project developers who can originate and progress projects on our behalf, and by investing directly into those projects which would benefit from the financial commitment and leverage we can provide.

Established in 2004 as part of the Private Infrastructure Development Group ([PIDG](#)), InfraCo Africa is managed as a private company although funded by the governments of Switzerland (via [SECO](#)), the Netherlands (via [DGIS](#)) and the UK (via [DFID](#)). This means that our work reflects our shareholder's objectives and is delivered using proven business practices. It also means that we are continuously balancing commercial viability and development impact. For example, we get involved in infrastructure projects before everyone else, at a stage when the costs and risks are too high for the private sector. We will prioritise projects in the poorest or most fragile counties and those that are the first of their kind or doing something truly innovative to help local communities. Yet, we also choose projects that with our help can become bankable and reach financial close, enabling us to recoup our costs and reinvest. Our projects are also developed to the highest environmental, social, health and safety standards and we embed good governance, transparency and leading ABC practices into everything that we do. The inherent tension, between development impact and commercial viability, is unique to InfraCo Africa and differentiates our involvement in projects.

We have a track record of successfully developing and closing deals: with ten projects developed through to Financial Close so far. Of these ten, we have fully exited four projects and are overseeing the construction and operation of the remainder. We are focused on building a diverse pipeline of projects, committing over US\$130m to the development of twenty new infrastructure projects and establishing offices in Kenya and Casablanca. Many of these projects are now in the process of raising finance with the intention of commencing construction activities in 2020. We have also set ourselves a new, ambitious growth strategy: one that will see us doubling the size of our business over five years and further diversifying our pipeline within the water and transport sector. To manage forecast activity, we are expanding our Asset Management and Business Development teams and will be investing in developing our internal sales and investment capabilities.

Having recently secured a new tranche of funding from our Donors, we are looking to once again double our pipeline and expand our presence in the transport and water sectors. Therefore through 2019 and 2020, we will have a concurrent focus on originating new deals whilst also managing and recovering investment into our current pipeline.

Our Business Development Team: has a deep expertise in the technologies it develops, in governance and in project contracting and financing. They are responsible for the origination, development and eventual exit from InfraCo Africa's projects.

Our Asset Management Team: has a deep expertise in the governance of successful businesses and protecting corporate investments into infrastructure assets. They are responsible for the construction and operation of InfraCo Africa's projects and its successful recovery of invested funds.

Our Corporate Team: has a breadth of expertise from financial management and accounting, to development impact reporting, corporate and project law, HR and marketing. They are responsible for the effective and efficient operation of our business.

Your Role

You will be responsible for originating and/or developing infrastructure projects through to Financial Close, reporting into a Senior Business Development Manager (SBDM). These projects could be within the power, water or transport sector. You will be assigned as 'lead' Business Development Manager (BDM) on at least one project and expected to act as a 'second' supporting your peers on at least one other project.

Your Responsibilities

As a BD Manager, you will be responsible for:

- Developing a strong network of partners, co-developers, financiers and others to support the origination and delivery of infrastructure projects across Africa;
- Building a good working relationship with those developers which work on InfraCo Africa's behalf;
- Identifying and evaluating a pipeline of approved co-development opportunities, for review with an SBDM;
- Researching and writing investment papers for InfraCo Africa's development committee and, once approved by an SBDM, securing the committee's approval to proceed;
- Reviewing the commercial structure and negotiating all the necessary terms of the company's involvement in your projects, after securing approval from the CIO and SBDM;
- Undertaking or securing thorough due diligence (financial, legal, political, technical, environmental and social) of your projects;
- Challenging and contributing to your project's plans and budgets;
- Accurately forecasting, managing and reporting progress against your project's plans and budgets, including mitigation of any risks to the company;
- Contributing to development activities on your projects, as required, this could include: reviewing feasibility studies; facilitating negotiation of project documents; structuring/securing finance; engaging stakeholders; or monitoring and evaluating impact;
- Problem-solving and driving delivery of your projects such that they reach Financial Close within the timeframe and budget approved by the investment committee;
- Supporting the company's sale and/or exit from a project at or before financial close, under guidance from the CIO and with support from the associated Senior Legal Counsel and SBDM; and
- Mentoring Business Development Analysts and supporting their personal development within the company.

Your Experience and Qualifications

We expect you to:

- Have worked on multiple infrastructure projects at different stages of development in developing countries;
- Have experience of developing either greenfield renewable power, water or transport projects in sub-Saharan Africa;
- Be recognised by others as demonstrating integrity and professionalism;
- Demonstrate strong team working and communication skills both internally (to an investment committee) and externally;
- Have credibly engaged with multiple types of stakeholders within sub-Saharan Africa (private sector developers and investors, DFIs, EPC contractors or other suppliers, governments and local communities; and
- Have a professional qualification in a relevant discipline.

Your Personal Qualities:

Analytical precision: Able to *dive into the detail* of a financial model, accounts, contractual agreement, study or design to challenge its accuracy whilst balancing technical precision against achievement of the deliverable's overall objective.

Perceptive: Able to *understand* business and project financials, processes, politics and *navigate* these to identify, filter and *prioritise the risks* that could impact InfraCo Africa's investments or reputation.

Collaborative: Able to build strong, lasting relationships with a *diverse* mix of individuals and businesses and to use these to *share ideas* and *work collectively* to resolve issues.

Innovative: Able to find *creative* solutions to issues as they arise and to *patiently persevere* and refine their approach until a resolution is found.

Integrity: Demonstrates *professionalism* in all that they do and *acts with integrity* even when that means walking away from something that might be to their own advantage.

Location:

Casablanca, Morocco. Effectively undertaking the role of Business Development Manager will require extensive travel across the region and time in-country at project sites. To find out where our current projects are, please check our website: www.infracoafrica.com

Package:

Available on request.