

Senior Business Development Manager

Our company:

InfraCo Africa provides capital and project development expertise to early stage infrastructure projects in Sub-Saharan Africa's poorest countries helping the projects to develop from an idea through to financial close. Our projects catalyse private sector investment in countries and sectors that would otherwise struggle to attract financing: we prioritise work in the least developed or conflict-affected Sub-Saharan countries. Our projects provide the power, water and transport infrastructure needed for these countries to grow their economy and so develop. As we develop projects we also work with host government, to build capacity and reform or establish regulatory regimes so enabling future private investment.

We are a publically funded, privately managed company, and operate as part of the Private Infrastructure Development Group ("PIDG"). This means that our work reflects our donor's objective (poverty alleviation through economic development) and is delivered using proven business practices. It 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. Yet, we also choose projects that with our help can become bankable and reach financial close, enabling us to recoup our costs and reinvest. This inherent tension or "Additionality" vs commercial viability is unique to InfraCo Africa and differentiates our involvement in projects.

We have proven track record of delivering projects through a 3rd party developer, eleQtra (our principal developer), and have recently engaged Aldwych African Development Limited to broaden our portfolio of work. These developers enable us to deploy resources 'on the ground', and to work with host governments, local partners and 3rd party experts to assess, design and negotiate early stage infrastructure projects. The developer's work is overseen by our Internal Management Team ("IMT"), which uses their collective expertise to review opportunities and progress, and to recommend actions to our Board.

As a company we have also started building new capabilities in:

- **Co-development:** The IMT has engaged on a case by case basis with existing projects where the lead developer needs our expertise, credibility or funding to help them reach financial close;
- **Holding post financial-close investments:** we have access to capital (equity and/or debt) that can be invested for medium to long term into infrastructure projects that need additional financing to either complete financial close and subsequent phases (COD) or to build confidence with private sector investors.

To keep pace with our growing project portfolio and evolving business mode, we now need to expand our co-development team.

Our team:

The IMT are a small team : each individual plays a critical role in the successful development of our projects and brings a specific expertise to the team. Our team is open and promotes transparency, enabling expertise to be shared and workloads balanced as projects demands change.

Your role:

You will work as part of the IMT with specific focus on co-development projects. This means you will be responsible for partnering with local or international developers to take infrastructure projects from concept to financial close. It also means that you will have visibility of, and the opportunity to shape, projects across our entire portfolio. You will work across all sectors (power, water, transport, etc.) and all Sub-Saharan Africa countries. You will be coaching/leading/helping/supervising a Business Development Manager.

We expect you to help us build and prove our internal co-development capability and to help us consolidate our position as a key player in African infrastructure projects.

Your responsibilities:

The Senior Business Development manager will work closely with the IMT to conduct due diligence on new co-development opportunities and to assist in project development and management. Your responsibilities will include:

- Identifying and evaluating new co-development opportunities;
- Maintaining a database of opportunities, updating it and chasing partners when required
- Preparing and presenting proposals to the Company's Board;
- Leading InfraCo Africa's participation in specific co-development opportunities;
- Taking co-development projects from concept to financial close by structuring and securing all the necessary commercial terms including, partnership agreements, finance agreements, PPAs and other revenue agreements, fuel supply agreements, etc.;
- Negotiating and assisting the negotiation of project construction, operation and maintenance agreements;
- Building a strong working relationship with all key stakeholders and ensuring they are engaged, supporting and satisfied with the co-development project;
- Providing project status reports (as agreed with the Executive Director);
- Identifying, managing and mitigating co-development projects risks;
- Recruiting when triggered by InfraCo Africa's growth plan;
- Coaching/leading/helping/supervising a Business Development Manager on all the tasks above.

Work experience:

To be successful you must:

- Have 10-15 years' experience in a business development role;
- Have experience in developing greenfield infrastructure projects from scratch, preferably on a negotiated basis;
- Have experience of negotiating MoUs, Joint Development and Shareholders Agreements and working with partners;
- Have experience in (but not be focused on) the technical side of infrastructure project developer. Experience should include exposure to and negotiations of project finance contracts, including revenue agreements;

- Have reached financial close on at least one successful infrastructure project, preferably more, and have experience of working in emerging markets;
- Have experience in and be able to identify, value and prioritise opportunities;
- Have experience in developing people/subordinates.

Qualifications:

- Financial, legal, technical or engineering background, ideally an MBA qualifications or other analytical experience/skills.

Personal Qualities:

- Have an interest, or experience of, working with international development institutions and Sub-Saharan Africa in particular;
- Be a self-starter, with spirit and drive as well as team player with strength of character and determination. Working within a small team with flat management structure will be expected;
- Have renewable energy expertise;
- Have highly developed interpersonal skills and the sensitivity to working internationally;
- Commitment, energy, good judgement, a "big picture" attitude, the ability to think laterally and the desire to be in a changing environment will be necessary;
- Be a 'hands-on' individual.

Location:

The role is based in London initially and will involve regular travel to Africa. The role may be based in Africa in the future.

Package:

Salary and benefits package in line with market.