

Trade and Working Capital Transactor

(Capital / Deal Origination / Business Development)

Salary: R900k-R1.4m

Location: Johannesburg

Our Client is an established Private Equity firm with some of the most distinguished Partners in the industry. They have an outstanding reputation for performance, and generating exceptional returns on investments. Walker Phillip is currently interviewing exceptional candidates to join in a business development capacity.

Reporting into the Partners, and working on the credit fund platforms, you will have responsibility for:

- Originating deals by engaging with the Business and Clients and structuring the deals to the client's requirements (typically \$5m-\$100m in size)
- Analysing and interpretation of Financial Statements to determine deal structures
- New product development
- Compilation of specialist credit reports, term sheets and/or information memorandums, description of debt packages, offers, etc.
- Consider risks related to the deals and obtain credit approval
- Provide input into legal documents and ensure that all processes are completed up to the closure of the deal
- Build and maintain professional working relationships with all stakeholders, displaying excellent abilities to initiate dialogue, listen, advise, influence and negotiate to achieve win-win outcomes
- Initiate meetings with key stakeholders to track progress, manage expectations and ensure stakeholders' requirements are delivered
- Preserve relationships and seek mutual gains when addressing conflicts
- Adapt communication styles to meet the needs of different audiences

This role requires travel throughout Africa on a regular basis, and high energy to continuously deliver exceptional results and deal closing.

Desired Skills and Experience

1. Minimum 5 years Corporate/Investment Banking experience in Credit or Deal making
2. Ability to make decisions in a fast-moving environment
3. Ideally exposure to FMCG, Commodities, Agriculture, Transport sectors.

4. Have a degree in Finance, Accounting, LLB, Business Administration or similar field – with excellent academic record
5. Qualified CA /CFA / MBA would be advantageous
6. Excellent financial modelling skills
7. Exceptional attention to detail
8. Passion for investments and willingness to learn
9. Ability to deal with complexity
10. Proficient in Microsoft programmes
11. A self-starter and 100% motivated

Salary & Benefits

R1m-R1.4m basic salary + bonus structure.

Ideal opportunity for a personable, hard-working person to join highly professional team which gives you full autonomy to deliver results.

To apply - please contact Gavin Walker (gavin.walker@walkerphillip.com) or call 0818402669 for a confidential discussion.