



Debt Capital Markets and Sustainable Finance Specialist

Locations: Head Office NBC

Time type: Full time

End Date: October 14, 2024

Job requisition id: R-15968081

NBC is the oldest serving bank in Tanzania with over five decades of experience. We offer a range of retail, business, corporate and investment banking, wealth management products and services.

Job Summary

To Drive NBC Access to Debt Capital Markets, ESG/Sustainable Finance and Bilateral Term Funding.

Job Description

Debt Capital Markets 40 %

- Origination of capital markets issuances.
- End to end management of issuance proposals – through in-country and group governance.
- Lead engagements with transaction advisors and partners towards successful issuances at best terms possible.
- Lead engagements with relevant regulators to get support and approvals
- Work in collaboration and in alignment with ALM, Capital Management and Liquidity Management functions.
- In collaboration with coverage teams, drive appetite scoping, market intelligence and investor engagements.
- In collaboration with Marketing, prepare pitching and advertisement materials.
- A partner to Investment Banking in the provision of custody, registry and other transaction advisory services.
- Research and analyze information on debt issuance activities in different markets to identify lessons and opportunities.
- Ensure compliance to continuous listing obligations and other applicable capital markets rules and regulations.

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- Be an active player in innovation, broadening and deepening of Tanzania capital market.
 - Other responsibilities relating to capital markets as may be assigned by Head of Treasury.
- ESG 40%
- Identify and raise ESG finance to support qualifying projects
 - Work in collaboration with in-country and group stakeholders to develop frameworks, policies, standards and manuals that guide ESG finance
 - Work with various partners and stakeholders to develop bank-wide understanding of ESG and Compliance to applicable principles
 - ESG stakeholder mapping
 - Raise bilateral ESG finance
 - In collaboration with coverage, develop a pipeline of clients, projects and assets that are ESG compliant for financing
 - In collaboration with coverage, monitor performance of sustainable projects, provide regular reports on use of proceeds and impact.
 - Originate ESG bonds, lead through successful issuances and ensure compliance on use of proceeds
 - Lead engagements with advisors, second opinion providers and certification of compliance to guiding principles/framework.
 - Grants management
 - Develop process flows/maps on ESG products
- Long-Term Finance 5%
- In collaboration with ALM, Liquidity Management, Capital Management, Finance and Business Units monitor and review bank's medium and long-term funding requirements and develop financing plans.
 - Mobilize local and foreign currency finance from local and international lenders at best terms possible.
 - Regularly review existing debts and other finance in the balance sheet to ensure cost of funds supports bank's ambition.
 - Explore and execute measures/options to reprice/redeem funding that are not competitively priced.
 - Work with coverage to ensure Lender KYC, DD, NDAs and other documentations are done as per requirement.
 - Continuously drive increase in number, size and tenor of credit/borrowing lines that local and international banks have allocated to NBC.
 - Identify new funding sources to diversify balance sheet and drive negotiations, including pricing and covenants.
 - Be a partner to coverage in relation to investors and lenders' relationship management.
 - Contribute to the overall bank strategy and support long-term intercompany funding initiatives
- Values 5%

Incumbent is expected to display the values of Trust, Resourceful, Stewardship and Courage in everything they do.

Other Responsibilities

- Be part and team player in ALM, Liquidity Management and Capital Management.
- On ad-hoc basis be flexible and ready to take on other Funding and Treasury related duties.
- Any other responsibilities that may be allocated by Head of Treasury.

Minimum Qualifications Required

- Bachelor Degree in Finance, Business, Economics or related field.

Preferred Qualifications

- CISI Certification by CMSA
- ESG Related Certification
- Other Capital Markets or Investment Certification

Minimum Experience Required

- Minimum of 5 years experience in Debt Capital Markets or related function with some exposure in Treasury function.
- In-depth understanding of global financial markets, financial instruments, and capital structures.
- Excellent knowledge of global Environmental, Social, and Governance (ESG) trends, challenges and opportunities
- Familiarity with corporate debt markets and instruments.

Preferred Experience

- Transaction advisory experience
- Bond Issuance and Listing Experience
- ESG Finance Experience
- An in depth experience of the fundamentals of financial markets
- Proven track-record in client advisory on DCM and the topic of ESG / Sustainable Finance.

Knowledge & Skills required

- Knowledge of ESG and particularly sustainable finance aspects.
- Project Management Experience: Demonstrated ability to lead and manage projects, particularly in areas related to finance and capital markets initiatives.
- Competence to plan, coordinate and pursue multiple initiatives simultaneously.
- Knowledge of Tanzania regulatory framework with respect to capital markets and ESG
- Self-starter and result oriented
- Excellent verbal and written communication skills to effectively communicate with stakeholders and manage relationships
- Positive and energetic
- Excellent analytical skills

Qualifications

Analytical Thinking - Advanced (Meets all of the requirements), Bachelor`s Degrees and Advanced Diplomas - Business, Commerce and Management Studies, Decisiveness (Meets all of the requirements), Digital familiarity (Meets all of the requirements), Entrepreneurial thinking (Meets all of the requirements), Experience in a similar environment at junior specialist level, Investment Management (Meets all of the requirements), Openness to change (Meets some of the requirements and would need further development)

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