

Job Title:	Sector Head: Funds Management Group (FMG)	Reports to ❖ Chief Business Officer
	Business Sector	Fund Management Group
Job Purpose:		

The Funds Management Group is part of three (3) business sectors namely the Financial Institutions Group, Project Finance Group and Public Private Partnerships. The Fund Management Group is responsible for raising concessional funding/blended finance to address both the demand and supply side in the provision of affordable housing solutions. The Funds Management Group(FMG) will address priority thematic areas such as: (1) Green/Resilient Climate Financing, (2) Gender, (3) Small/Medium Enterprises (SMEs) & Trade Finance in the housing value-chain, and (4) infrastructure solutions for housing,(5) Sharia compliant housing products.

For each thematic area, the Fund Management Group will create dedicated PPFs (Project Preparation Funds) to enable markets across all product lines (Financial Institutions Group, Project Fund Group and Public, Private Partnerships Group) and offer appropriate Advisory Services (Trust Funds structures).

Key Responsibilities

- ❖ Define and execute the Fund Management Group(FMG) strategy, including the designing and execution of Green Financing, Gender, Small Medium Enterprises(SME's), Trade Finance, and Infrastructure product offerings and solutions in the housing value chain to clients across member countries.
- ❖ Develop a fit for purpose product portfolio in including innovative programs that provide blended funding for small and medium size Enterprises, Trade Finance, Green Financing, Gender, infrastructure product solutions and Sharia compliant products.
- ❖ Develop and execute Project Preparation Fund(PPF) capabilities within the Fund Management Group for all product offerings.
- ❖ Manage and grow the Fund Management Group business in East and Southern, West, Central Africa and North Africa including customer base, target markets, product offerings and revenue generation.
- ❖ Develop business opportunities and monitor milestones in line with the Fund Management Group product offerings and ensure that the institution is proactively abreast of changing market conditions and customer needs to remain competitive.

- ❖ Develop strategies to identify prospective clients, strategic partners and collaborative relationships that will drive revenue growth and market penetration, profitability, and shareholder return.
- ❖ Responsible for maintaining a healthy relationship with clients, ensuring there are no cases of delinquencies or delay in instalment payments.
- ❖ In collaboration with other business sectors, the Fund Management Group will be requested to work on structuring and executing financing and advisory transactions.
- ❖ Facilitate business development for other business (Financial institutions, Project Finance, and Public Private Partnership) sectors.
- ❖ Liaise with the Credit department to formulate strategies and guidelines to ensure good quality lending portfolio, equity, and joint venture investments.
- ❖ Ensure maintenance of a business intelligence management system that will enable continuous tracking of business performance, client and product profitability, and client satisfaction.
- ❖ Develop and maintain beneficial relationships with relevant institutions in member countries and the institution.
- ❖ Develop and implement a high performance-based culture that facilitates employee learning, growth, and job satisfaction.
- ❖ Build the Fund Management Group team's technology competencies and ensure the business sector fully leverages on the institution's technology platforms to enhance client experience.

Qualifications/Language Proficiency

- ❖ Master's degree in business administration, Real Estate Development Economics, or related field.
- ❖ CFA, CPA
- ❖ Should be fluent in English or French. Good working knowledge of the other will be an added advantage.
- ❖ Relevant certifications in Real Estate are an added advantage

Previous Work Experience/ Competencies

- ❖ Minimum twelve (12) years' senior management experience in Fund Management , Large Scale Real Estate Development, and/or Development Finance.
- ❖ Solid experience in setting up the appropriate thematic funds infrastructure in Development Finance Institutions.
- ❖ Collaborative team member.
- ❖ Strong analytical skills and decision making.
- ❖ Good understanding of leveraging and deploying thematic funds along various value chains.

Application Process

- ❖ Applicants are invited to send a letter of motivation illustrating their suitability in relation to the qualifications listed and their detailed curriculum vitae, as well as the names and addresses of their referees, to the following address: hr@shelterafrique.org
- ❖ Applicants must indicate the position for which they have applied in the subject line of their email.
- ❖ Only shortlisted candidates who meet the above requirements will be contacted.
- ❖ We invite you to learn more about Shelter-Afrique and this role by visiting our website: <http://www.shelterafrique.org>
- ❖ Shelter Afrique is an Equal Opportunities Employer.