DBG Development Bank Ghana

TALENT SEARCH

HEAD OF ORIGINATION AND STRUCTURING

Development Bank Ghana (DBG) is a wholesale development finance institution established to provide long-term capital that supports inclusive and sustainable economic transformation in Ghana. DBG is seeking an experienced transaction leader to establish and lead its Origination and Structuring Unit within the Investments Division.

JOB PURPOSE

Reporting to the Deputy CEO, Investments, the Head of Origination and Structuring will establish and lead the unit's operating model, team, processes and systems; build a strong pipeline of viable financing opportunities; and develop transactions to the point of financing decision and financial close. The role will structure innovative solutions using DBG resources, PFI financing and third-party capital, while advancing DBG's development finance mandate and building a sustainable fee-based structuring service.

KEY RESPONSIBILITIES

- Establish and lead the Origination and Structuring Unit, including its strategy, operating model, governance, processes, systems, budgets, targets and performance framework.
- Originate, assess and prioritise a diversified pipeline of financing opportunities aligned with DBG's strategic priorities, commercial requirements and development mandate.
- Lead the design, testing, launch and performance monitoring of innovative financing products that address market gaps and respond to the needs of SMEs and other priority sectors.
- Structure commercially viable transactions with appropriate risk allocation, including credit facilities, guarantees, risk-sharing instruments, blended finance and bridge-financing solutions.
- Mobilise private and development capital by combining DBG resources with PFI financing, third-party funding and risk-mitigation instruments.
- Oversee the preparation and quality assurance of investment papers, transaction memoranda, business cases, financial models, pitch documents and investor presentations.
- Drive transactions from origination and assessment through structuring, financing decisions, execution and financial close, working closely with internal control and support functions.
- Develop and implement a sustainable fee-based model for structuring and advisory services and identify opportunities to commercialise DBG's expertise.
- Build a high-performing team and strong relationships with PFIs, businesses, project sponsors, investors, DFIs, development partners and other stakeholders.

QUALIFICATIONS AND EXPERIENCE

- First degree in Finance, Economics, Accounting, Business Administration or a related field.
- A relevant master's degree and/or professional qualification such as CFA, ACCA or CA (Ghana) is advantageous; an additional qualification in project finance or development finance is also desirable.
- At least 15 years' experience in corporate finance, project finance, transaction advisory, investment banking or investment within a development finance institution, including a minimum of four years leading a transaction team.
- Proven track record of originating and structuring transactions through to financial close.
- Strong knowledge of Ghana's financial sector, including experience working with banks and other financial institutions.
- Experience in agribusiness, manufacturing, ICT or renewable energy, and exposure to a development finance environment, are desirable.

Complete application form via ;Application deadline: Two Weeks after publication

To apply, interested candidates should send their CV and Cover Letter to recruitment@dbg.com.gh

The role being applied for should be the subject of email.

www.dbg.com.gh
@devbankghana
Development Bank Ghana

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We do it different