

ARM-HARITH INFRASTRUCTURE INVESTMENTS LTD

JOB TITLE: Associate Director / Director

DIRECT REPORTING MANAGER: Chief Investment Officer

JOB PURPOSE

To support/assist the Chief Investment Officer in the development and execution of the Firm's investment strategy, as a senior investment professional.

KEY RESPONSIBILITIES

While they include the following, other duties may be assigned to the job holder:

- Drive origination / development and conversion of deal pipeline through active management and ownership.
- Lead evaluation, structuring and execution of direct investment, co-investment opportunities in line with the fund's strategy.
- Develop, oversee and review valuation models, lead the preparation of investment memoranda for, and present opportunities to the Investment Committee
- Leading transaction due diligence and execution, including working with legal, tax and other external advisors, ensuring transaction documentation and structuring are consistent with the business case
- Leading market and sector research and analysis, and providing updates on any insights or developments
- Collaborate with other senior investment professionals in originating, evaluating, and analyzing new investment opportunities. This may include reviewing, analyzing and commenting on investment recommendations prepared by other deal teams.
- Play a senior or lead role in the negotiation and execution of agreements and other transaction-related legal documentation
- Monitoring and optimizing portfolio of direct investments and co-investments: analyzing historical investment performance, financial statements/models, market data.
- Active management of portfolio assets through strategic shareholder, board and management engagements as may be necessary.
- Developing, initiating and executing value creation initiatives required for achieving target investment outcomes (both financial and development outcomes).
- Oversee the monitoring, evaluation and execution of potential exit alternatives (including public market conditions, potential strategic partners)
- Participate in and contribute to weekly meetings
- Assist in the coaching, mentoring and development of junior colleagues thereby improving and growth and technical competencies across the investment team
- Supporting investor / stakeholder reporting, engagement and communication
- Developing strategic investment relationships for the fund, managing and maintaining relationships within the industry, including entrepreneurs, corporates, investment banks, due

diligence providers, independent valuers, consultants and peer institutional investors to support origination

- Demonstrate leadership in the development of the firm's culture and values, processes, and strategic positioning.
- Participate in direct investment strategy and vision formulation.
- Participate in fund raising initiatives including information creation, presentations, and investor engagement.

QUALIFICATIONS, EXPERIENCE AND KNOWLEDGE

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Minimum 10 years' impressive relevant experience within Private Equity, (Investment) Banking (M&A, corporate finance), Project Finance or similar.
 - Minimum of 3 years leading teams within an investment management context.
 - At least a relevant University degree.
 - Master's degree, CFA, ACCA, CAIA, etc. are added advantages.
 - Strong origination capability and demonstrated ability to interact on a C-level with companies, funds
 - Familiarity with accounting and valuation principles, solid financial modeling skills and attention to detail.
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- Very ambitious, entrepreneurial, self-directed individual who anticipates the needs of team
 - Adaptable and hands-on, willing and able to step in when and where needed
 - Experience overseeing the work of more junior team members with relevant experience.
 - Able to work effectively and collaboratively with different members of the team
 - Excellent spoken and written communication / presentation skills - an ability to present views clearly and concisely
 - Advanced skill in the use of the Microsoft Office suite, especially Excel and PowerPoint and other requisite technological application required to execute Key Responsibilities.

Fluency in written and spoken English is mandatory while oral and written fluency in French will be an added advantage. Interested candidates should send their CVs to careers@armharith.com ensuring they state the role they are applying from in the subject line.