

Principal/Senior Banker (m/f)

Job Title : Principal/Senior Banker - Tirana

Position number: 60000061

Role Overview

The EBRD seeks to recruit a Senior / Principal Banker, depending on experience and qualification, to focus on, but not limited to, the infrastructure and energy sectors. This is a permanent position based in the Bank's office in Tirana, Albania.

EBRD annual business volume in Albania during 2010-2012 has averaged Euro 80 million. The Bank signs on average 5-10 projects each year. Total outstanding commitments are around Euro 750 million with a portfolio of around Euro 450 million (of which approximately 60% is in the private sector) and 70% is disbursed. Tirana office staff currently consists of 5 professionals and 3 support staff. The expected business volume for the year 2013 is expected to exceed Euro 100 million.

Core role - A Senior/Principal Banker is sought for the Bank's Tirana office with a proven track record in project origination in the country to play a leading role in originating, structuring and closing transactions in both the private and public sectors, using the full range of financing structures available to the Bank.

Key Responsibilities and Deliverables

The Senior/Principal Banker will be capable of working throughout the whole life cycle of projects. This will be accomplished through project origination, screening, due diligence, structuring/preparation, approval, negotiation, and monitoring of projects. This will include:

- Project Origination: promotion of the Bank's activities by generating, identifying and screening of investment proposals in Albania and defining bankable structures;
- Project Preparation: processing projects in accordance with the Bank's investment operation cycle; undertaking financial, technical, legal and environmental due diligence; preparation of project documentation; liaising with clients, government authorities, EBRD support units and other parties as required.
- Project Monitoring: undertaking monitoring of existing Bank investments; preparation of monitoring reports based on meetings with clients, site visits, financial review, etc.
- Other assignments: undertaking any other assignments that may be requested by the Team Director, such preparation of briefs and strategy documents, marketing tasks, maintaining client relations.
- Staff coordination: an important component of the job will be to participate in the work of the Team and provide guidance to junior bankers and analysts, as required.
- Policy Dialogue: assist the Head of Office and other senior Bank's staff in policy dialogue efforts with the Government and senior Government officials, other international financial institutions, bilateral

donors and local authorities. Experience in building credible contacts in the political, business and civil society circles.

This job description is not limited to the responsibilities listed and the incumbent may be requested to perform other relevant duties as required by business needs.

Essential Skills, Experience & Qualifications

- The successful candidate will have a minimum of 7 years' investment banking/project finance experience from a major international financial institution where he/she must have acquired high level banking/transaction skills and demonstrable expertise in structuring operations.
- Relevant degree from a leading university in the country of education or equivalent from a leading international university.
- Prior working experience in the region and knowledge of the business environment is desirable.
- The candidate must have strong project origination skills and a proven track record of transactions structuring. Knowledge of the financial characteristics of investments in the transport sector and an understanding of policy issues would be desirable.
- Strong client relationship and policy dialogue skills are required.
- Communication Skills: excellent written and oral communication in English is essential.
- Computer Literacy: conversant with Microsoft Office and spread sheet packages including financial analysis models.

Competencies & Personal Attributes

- Integrity and Team Working - Ability to operate consistently within business guidelines and ethics and work sensitively in multicultural environments, building effective working relations with clients and colleagues to deliver the objectives of the team and the wider Bank.
- Planning & Organising - Self-motivated, ability to work to and meet tight deadlines and to plan and organise work in a logical and efficient manner.
- Communication Skills - Ability to communicate appropriate, concise and accurate information in verbal and written formats.
- Analysis and Problem Solving - The ability to tackle issues and problems in a logical and practical manner.
- Flexible in working hours and willingness to travel to and work in EBRD countries of operation.

Deadline: 17 Nov 2013

[Link](#)

Lokacija: Tirana, Albanija

Datum objave: 04. Nov 2013.

Datum isteka: 17. Nov 2013.