

<b>JOB TITLE</b>	Senior Investment Manager – Infrastructure	<b>REPORTS TO</b>	Director Investments
<b>DEPARTMENT</b>	Investments	<b>SUPERVISES</b>	Investment officer - Infrastructure
<b>SCALE</b>	UDBL 03	<b>LOCATION</b>	Head Office

<b>SUBJECT</b>	
<b>JOB SUMMARY/PURPOSE</b>	<p>The Senior Investment Manager-Infrastructure is responsible for originating and building a robust pipeline of investment opportunities within the infrastructure sector. This role involves structuring investments, managing a diverse portfolio, and nurturing client and stakeholder relationships to ensure sustainable and impactful interventions. He/she will leverage their deep sector knowledge to identify market trends and opportunities, ensuring the Bank's strategic objectives are met through effective project financing and risk management.</p>
<b>ACCOUNTABILITY STATEMENT</b>	<p>The Senior Investment Manager-Infrastructure is accountable for the origination and development of a strong pipeline of infrastructure investments, structuring deals across the financing spectrum, and managing a diverse portfolio of projects.</p> <p>The role involves proactively identifying solutions to address existing gaps and challenges across key infrastructure in the economy, identifying opportunities to unlock opportunities and develop modern infrastructure systems of the 21<sup>st</sup> century, proposing the right structure and project financing structure of deals, building and maintaining stakeholder and client relationships, ensuring compliance with the Bank's Credit Risk Management Policy through conducting thorough due diligence, interpreting complex financial models, and leading stakeholder engagements to drive sustainable growth and profitability in the sector.</p> <p>The Senior Investment Manager will be responsible for the review and implementation of the Bank's strategy for supporting Infrastructure development in the country there by contributing to the Bank's High Impact Goals (HIGs)</p>
<b>PRINCIPLE DUTIES &amp; RESPONSIBILITIES</b>	<ul style="list-style-type: none"> <li>• Develop, review, implement the Bank's strategy for supporting infrastructure investments.</li> <li>• Position the Bank as a key partner to policy stakeholders in the sector.</li> <li>• Advise the Bank on strategies that can be adopted and implemented to better fulfil its aspirations to support the sector.</li> <li>• Generate new business prospects and sourcing for fundable projects within Infrastructure sector.</li> <li>• Undertake continuous market intelligence/research and provide recommendations on significant developments in asset financing, emerging opportunities and challenges faced by the Bank.</li> <li>• Carry out technical assessment for all infrastructure projects.</li> <li>• Design new products and innovations which must be viable, practical, and relevant to address the needs of clients within the confines of Debt Financing.</li> <li>• Initiate and participate in customer outreach and sensitization interventions for clients in the infrastructure sector. Provide business advisory services to customers and potential clients in the infrastructure sector.</li> <li>• Structure investments across the financing spectrum, with exposure and comfort in project finance debt.</li> <li>• Support negotiation for project debt and other agreements.</li> <li>• Undertake initial investment analysis and appraisal of proposals submitted to the Bank and make recommendations to management.</li> <li>• Always ensure compliance with the Bank's Credit Risk Management Policy and the Credit Procedures Manual.</li> <li>• Conduct ongoing monitoring of all credits in the infrastructure portfolio for inclusion on the Watch List; and consolidate a report for management at least monthly with updated comments and plans of action on each account.</li> <li>• Manages credit risk relating to infrastructure, including the monitoring of borrower performance and the Credit Risk grading of each loan in the portfolio (at least annually), but in accordance with the Credit Risk Management Policy, and the loan portfolio and where appropriate, recommending corrective actions to</li> </ul>

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	<p>ensure adherence to Credit Policy or to identify credit deterioration as soon as practicable.</p> <ul style="list-style-type: none"> <li>• Conduct regular site visits to ascertain the state of a borrower &amp; determine the appropriate assessment of the Credit Risk Rating.</li> <li>• Co-ordinate the implementation of investments; monitor the performance of projects, and collections/loan repayments.</li> <li>• Mentor and develop junior staff, fostering a team-oriented environment that encourages professional growth and knowledge sharing.</li> <li>• Manage stakeholder engagements across all infrastructure sectors, maintaining effective communication and strategic relationships with customers, prospective customers and business associates.</li> </ul>
LEVEL OF AUTHORITY	<ul style="list-style-type: none"> <li>• Contact customers &amp; prospective customers on behalf of UDB</li> <li>• Advise Management on issues relating Infrastructure sector and portfolio of borrowers</li> </ul>
RELATIONSHIPS	<p><b>Internally:</b> All Staff</p> <p><b>Externally:</b> Key external stakeholders including business associations, Bank customers and prospective customers,</p>
QUALIFICATIONS	<ul style="list-style-type: none"> <li>• Master's degree in business or relevant field of study from a recognized university is a <b>MUST</b>.</li> <li>• A degree in Engineering, Economics, Business Administration, Quantitative Economics, Bachelor of Commerce, and other relevant fields from a recognized university.</li> <li>• Relevant Post graduate qualification in business or finance will be an added advantage.</li> </ul>
EXPERIENCE	<ul style="list-style-type: none"> <li>• Minimum of five (5) years' experience in managing infrastructure projects, project financing or related fields.</li> <li>• Experience in technical risk assessment of infrastructure projects.</li> <li>• Proven track record and experience in successful investment appraisal, analysis, implementation or supervision of such is required.</li> </ul>
COMPETENCES	<ul style="list-style-type: none"> <li>• Have a good understanding of the infrastructure sectors, including energy, transport, water, and ICT.</li> <li>• Understand the major operators, market dynamics, and evolving technologies within these sectors.</li> <li>• Possess a deep understanding of infrastructure investing, including project financing, tariffs regimes, Offtake agreements etc.</li> <li>• Must have a good understanding of modern and sustainable infrastructure and infrastructure of the 21st century economy.</li> <li>• Highly innovative, self-motivated, flexible, mature and articulate in speech and presentation.</li> <li>• Strong analytical and financial analysis skills and experience in using financial models is an added advantage</li> <li>• Ability to operate effectively across organizational boundaries and work as team to meet strict timelines.</li> <li>• Business acumen with proven successful projects.</li> <li>• Tact, diplomacy and good networking skills.</li> <li>• Good negotiation skills with the ability to interact with and influence high level decision makers.</li> <li>• Customer service orientation.</li> <li>• Results-orientation and dedicated to growing the Bank's business in Uganda</li> </ul>

