

Relationship Manager - Energy & Infrastructure Finance

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Company: Natixis

Location: United Kingdom

Category: other-general

Job Description

Overall purpose of the role:

To take a lead role in the origination and execution of infrastructure and energy finance transactions on the sectors and geography covered by the London Infrastructure & Energy Finance team. The role will cover all aspects of the business line including debt arranging and advisory across the sectors that Infrastructure & Energy Finance is active in, i.e. social, transport and environment, power and renewables, natural resources and telecoms.

Main responsibilities:

Key contribution to the business development of the London Infrastructure & Energy Finance team

Source appropriate remunerative transactions within the commercial and credit parameters of the business line

Maintain and develop client relationships with key Sponsors and lead the deal team works in relation to the origination and structuring of Infrastructure & Energy Finance transactions: drafting and review of indicative offers and marketing pitches, drafting and review of credit applications, lead role in structuring and negotiations of financing documentation with the clients, presentation to Credit Committee ...

Lead and execute financial advisory assignments

Develop the 02D model through liaising with syndication and distribution teams

Pursue cross-selling opportunities

Liaise with other areas of the bank (e.g. global markets, coverage, ASF, Credit Department, Loans Administration, Industry Group, Green & Sustainable Hub, Middle Office etc.)

Undertake any specific project or front-office duties, as required

Required Skills/Qualifications/Experience

- In-depth lead arranging project finance transaction experience including negotiation of terms and conditions of financing structures, managing the credit approval process, liaison with and management of due diligence advisors ,negotiation of project and finance documentation
- Financial advisory experience with relevant track record
- Business development track record in building relationships with key sponsors and developing business pipeline
- Good market contacts, having existing relationships with both sponsors and other market participants
- Strong sense of strategic direction in pursuing business opportunities
- Strong communication skills, including written, verbal and presentation
- Strong credit skills and formal credit training
- Cashflow analysis and financial modelling experience
- Effective management of the transaction process
- Ability to manage, coach and guide junior team members
- Adaptability and flexibility

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