

## Role title: Senior Advisor – PPP/Project Finance/ Renewable Energy (International)

### Description

Name of the Project: United Kingdom Nigeria Infrastructure Advisory Facility (UKNIAF)  
Name of the Client: Department for International Development (DFID)  
Sector Lead: Infrastructure Finance Lead  
Reports to: Infrastructure Finance Lead  
Location: Abuja, Nigeria with the possibility of some travel within Nigeria

Africa PPP Advisory Services is working with Tetra Tech International Development, to deliver the DFID-funded United Kingdom Nigeria Infrastructure Advisory Facility (UKNIAF), a £72.8m technical assistance facility which aims to improve the lives of some of Nigeria's poorest people by improving the way infrastructure is designed and delivered in the country.

The UKNIAF programme is active across the Federal road network, power and infrastructure finance sectors. Working with the Federal Government of Nigeria, selected state governments and the wider international community, it aims to catalyse a transformational change in livelihoods across Nigeria by unblocking obstacles to growth.

UKNIAF's Infrastructure Finance Component is committed to developing a \$3 billion pipeline of bankable private sector financed projects, at least \$1 billion of which will be at or close to financial close by 2023.

This is a Fixed-Term role, as part of the overall UKNIAF Infrastructure Finance team. The role will provide technical assistance in support the screening and selection of MDAs and sub-nationals to engage with in screening eligible infrastructure projects and that will form the basis for negotiating a Mutual Accountability Framework (The MAF is a framework that jointly commits the MDAs and UKNIAF to achieving the results and objectives of this TO) for the government entities to adopt. The data to apply the criteria for project selection is not publicly available online or offline, thus specific data would need to be obtained from a long list of infrastructure focused MDAs and sub-nationals to be able to apply the criteria.

### Responsibilities

Specifically, you will:

- Develop a theory of change for making markets work to scale up solar home systems towards the target of 5 million connections by 2023
- Collate input costs and assumptions for scaling an SHS assembly and distribution
- Estimate impact of technology change on future cost and affordability till 2023
- Develop sample financial models for an SHS company including aggressive scaling assumptions from current growth rates e.g. 3000 systems per year to 30,000 systems per year
- Develop sample financial model for new SHS assembly, inventory and repair plant in 6 geo-political zones

- Identify challenges and potential market making solutions to challenges to scaling SHS deployment along the supply chain including financing (including working capital), just in time supply chain/ inventory operations, credit and market risk de-risking instruments, and market demand stimulation
- Workshop financial model assumptions and outputs with SHS companies and financiers (banks and supporting DFIs, BOI, CBN)
- Identify social costs/ externalities at each stage of the value chain that can be passed on to government or DFIs
- Identify capacity building imperatives for blitz-scaling SHS companies including finance, operations and human capital
- Develop roadmap for implementation of proposals

### Key Performance Indicators (KPI's)

- Produce inception report with detailed understanding of scope, workplan – interdependencies, risks and timelines for completion of the assignment
- Produce an interim report in the form of financial model, sample term sheets and presentation
- Workshop interim outputs with a focus group including SHS company and financial institution reps
- Develop final pitch deck and sample financing documents

### Person specification

- Bachelor's Degree Qualifications in Economics, Engineering, Accounting, Business Administration, Finance or related fields (Required)
- Master's Degree or higher in any of the above or related fields is an added advantage
- Minimum of 10 years of relevant professional transaction delivery experience (at least 7 years at senior level) in the field of infrastructure finance and/or corporate/project finance gained at a commercial/investment bank and/or an international financial institution.
- Experience building investor ready financial models and investment documents including term sheets in the solar sector
- Experience of supporting the successful delivery and/or contract management of at least 3 privately financed infrastructure projects that have reached commercial and/or financial close
- Experience advising government and building capacity across the overall PPP/privately financed project lifecycle.
- Experience in establishing and maintaining productive relationships with banks and other financial institutions, fund managers, institutional investors, and other sponsors and financiers.
- Knowledge of FCDO rules and procedures for programme management is preferred.
- Strong leadership, interpersonal and organizational abilities, as well as excellent written and oral communication skills
- International experience of successfully delivering PPP transactions and capacity building projects across multiple sectors in several countries.
- Strong analytical, conceptual, and writing skills. Excellent oral and written communication skills (in English)

- Strong demonstrable proficiency with Microsoft Office (Excel, Word, Power Point). Financial modelling skills in excel is an advantage.
- Demonstrated ability to work effectively independently and constructively with diverse, inter-cultural, and high impact teams in different locations.
- Commitment to contributing to the development of a healthy, collaborative, learning, productive and supportive working environment and to the highest levels of integrity and excellence

**Special requirements**

- The position is based in Abuja, with limited travel as a result of COVID19 restrictions. Some out of hours work might be required.

