WE ARE NOW HIRING

Investment Associate (RTCDF)

An exciting opportunity has arisen in Imbewu Fund and Rural, Township and Community Development Funds for the above-mentioned position (12 months fixed-term contract), based in Head Office, Sandton.

Type: **12 months fixed-term contract**
Closing date: **10 November 2026**
Apply now: **Email CV to: recruitment@tianaconsulting.co.za**

Purpose of the Job:

To ensure the fund achieves its investment goals, customer service, business growth and client retention objectives in line with the mandate by sourcing deals and managing the entire process from origination through to disbursement.

Requirements:

- B. Com Degree (Finance, Accounting, Agricultural Economics, Business Economics)
- Minimum of 4 years' experience in deal making environment
- Experience in deal origination to source quality deals, deal structuring and implementation
- Network building and use of professional relationship to yield a flow of quality leads
- Experience in financial modelling and Business valuation methodologies
- PC literacy and competency in Excel spreadsheet, MS Word and MS PowerPoint
- Understanding of NEF mandate and investment guidelines
- Should possess good analytical and modelling skills and be able to apply NEF's financial modelling
- methodologies
- Business development and marketing of Rural Fund products
- Should possess amongst other the following skills in order to be able to conduct due diligence exercise:
  ✓ Accounting and/or auditing, law, tax
  ✓ Should be able to gather data from all relevant sources, including industry experts
  ✓ Be able to communicate at all levels and use interviews to gather data necessary in compiling investment reports
  ✓ Have good writing skills
  ✓ Be able to identify risks and recommend relevant risk mitigants
  ✓ Understanding of various investment instruments and be able to structure deals and to apply them in relevant investment circumstances
  ✓ Ability to negotiate terms and conditions of investment to minimize risk in each transaction
  ✓ Communication and presentation skills to present investment reports to various committees for approval.

Key Performance Areas:

- Source deals, assess their viability and prepare submissions report to the credit committees
- Prepare submissions to relevant committee for Due Diligence approval
- Compile Due Diligence work plans, negotiate a lending project term sheets and structure the deals to meet the client requirements, all under the supervision of the Investment Principal
- Post DD approval, conduct technical research and provide inputs on the deal structure
- Maintain responsibility of the transactions, preparation of projects appraisal to risk
- Leverage funding structure that suits the client and minimises the NEF exposure
- Operate as the transactions leader and maintain accountability for managing all aspects of converting a transaction from application to final approval

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- Establish and manage relationships with clients, financial institutions, sector players and other counterparties for originating and sourcing of the deals
- Product development: establish innovative structured finance solutions for clients
- Analyse financial outcomes, define pricing strategy and development impact
- Manage the funding process in conjunction with the legal and post investment department
- Negotiate documentation or legal terms with all related internal and external stakeholders
- Undertake the collection of project documents once the deal is approved by respective committees
- Ensure the communication reaches the client once the deal is approved.

Other Key Competencies:
The candidate must demonstrate the following skills and attributes:

Cognitive Competencies

- Analysis and Attention to Detail
- Creative / Innovation
- Judgement and Decision Making
- Problem Solving & Learning Agility

Intrapersonal Competencies

- Assertiveness
- Drive and Result Orientation
- Ethical Judgement
- Excellent / Quality Orientation
- Resilience and Stress Management
- Time and Self- Management

Interpersonal Competencies

- Building Relationships
- Building Strategy Relationships/ Networking
- Customer Service Orientation
- Teamwork

If you need more information about the position, please contact us on 011 431 1354, one of our Consultants will assist you.