

FINANCE AND CORPORATE ADVISORY SERVICES / CONSULTING

		
JOB TITLE	LOCATION	COMPENSATION
Managing Director	Dublin, Ireland	Competitive in Market

WORK PROFILE

Business Development

1. Responsible for development of advisory business in Europe
2. Devise market entry strategy for Synergy in the European market
3. Formulate and execute strategy for building Synergy's brand name in the local market
4. Identify new business opportunities by engaging and maintaining regular communication with potential clients
5. Involved in business development meetings / conversations with potential clients (developers, government entities, banks and financial institutions)

Team Management

1. Set up and lead execution team located in Dublin
2. Responsible for day-to-day operations of the Dublin office with support from administrative team
3. Guide junior team members in execution of the transaction

Project Management

1. Provide strategic inputs to taking into consideration interests of all stakeholders
2. Guide team in designing and developing solutions for clients based on understanding of the market
3. Negotiate with project stakeholders on behalf of the client
4. Provides inputs on financing structures to ensure optimal capital structure and bankability
5. Network with clients to receive feedback and manage expectations

DESIRED EXPERIENCE

- 15+ Years of relevant work experience in project development/ project finance in Europe
- Experience with international banks, developers / investors/ fund or similar financial and corporate advisory institutions will be an asset
- Managing/leading teams in developing/raising financing for infrastructure assets
- Experience of working in multicultural environment and with multidisciplinary team

REQUIRED SKILLS

- Understanding of Project Finance & PPP structures
- Having strong relationships in Europe with government entities, developers, lending institutions, financial investors and other stakeholders
- Being able to develop great relationships with client teams
- Self driven individual willing to take plunge in semi-entrepreneurial venture of establishing business in new geography
- Proficiency in communication and reporting skills in English
- Ability to lead/mentor a team of driven individuals