

ABOUT SYNERGY

Synergy Consulting (“Synergy”) is a global leader in Financial and Corporate Advisory Services. Our track record is a testimony to Synergy’s unique abilities, skills and global resources for leading, structuring and closing large and complex transactions in a range of sectors. We are recognized globally for delivering pioneering and marquee transactions. We partner with our public and private sector clients, financial institutions, co-advisors, and all other stakeholders to deliver results, and growth.

Synergy PPP experience includes Power- Conventional & Renewables, District Cooling, Transport & Logistics, Water, Waste & Waste-Water, Oil & Gas, Petrochemicals, Social Infrastructure - Education & Healthcare, Real Estate, ICT (Information & Communications Technology), Metals & Mining, Green Hydrogen, Development Advisory.

Synergy engages with various financial entities such as Multilateral Institutions (World Bank, IFC, ADB, AFDB, EBRD, EIB), Bilateral Institutions (FMO, Proparco, DEG), Export Credit Agencies (ECAs), Governments, Private Developers and various Commercial Banks.

OUR PROJECT COUNTRIES ■



SYNERGY GLOBAL OFFICES

UNITED STATES (HQ)

INDIA (NEW DELHI & MUMBAI) | IRELAND | JAPAN | KINGDOM OF SAUDI ARABIA | MEXICO | MOROCCO
PAKISTAN | SOUTH AFRICA | SOUTH KOREA | UNITED ARAB EMIRATES | UNITED KINGDOM | UZBEKISTAN

SYNERGY ENGAGEMENTS ACROSS SIX CONTINENTS

Africa-

Algeria, Benin, Botswana, Burundi, Cabo Verde, Cameroon, Chad, Comoros, Côte d'Ivoire, DR Congo, Egypt, Ethiopia, Gabon, Ghana, Kenya, Liberia, Libya, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Rwanda, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, Tanzania, Tunisia, Uganda, Zambia Zimbabwe.

The Americas-

Argentina, Bolivia, Brazil, Canada, Chile, Colombia, Costa Rica, Ecuador, Guyana, Mexico, Peru, USA.

Asia-

Afghanistan, Armenia, Azerbaijan, Bangladesh, Bhutan, Cambodia, China, Georgia, India, Indonesia, Japan, Kazakhstan, Kyrgyzstan, Laos, Malaysia, Maldives, Mongolia, Myanmar, Nepal, Palau, Pakistan, Philippines, South Korea, Sri Lanka, Tajikistan, Thailand, Turkey, Turkmenistan, Uzbekistan, Vietnam.

Asia Pacific Island Nations -

Cook Islands, Federated States of Micronesia, Fiji, Guam, Kiribati, Marshall Islands, Nauru, Niue, Papua New Guinea, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu, Vanuatu.

Australia-

New Zealand-

Caribbean Island Nations-

Anguilla, Antigua and Barbuda, Bermuda, Dominica, French Caribbean, Grenada, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines.

Europe-

Bulgaria, Germany, Greece, Ireland, Italy, Kosovo, Malta, Montenegro, Netherlands, Poland, Romania, Serbia, Spain, Sweden, Turkey, UK, Ukraine.

Middle East-

Bahrain, Iraq, Israel, Jordan, Kingdom of Saudi Arabia, Kuwait, Lebanon, Oman, Palestine, Qatar, Syria, UAE, Yemen.

FINANCE AND CORPORATE ADVISORY SERVICES / CONSULTING



JOB TITLE

Associate Director / Director



LOCATION

Johannesburg, RSA



COMPENSATION

Competitive in market

WORK PROFILE

Transaction Delivery and Project Management

1. Lead on-ground delivery of transactions, coordinate with all stakeholders
2. Design and develop finance solutions for clients
3. Deliver independently (and/) review work of the team for client's requirements:
 - Review / understand complex Financial Models, describe outputs of scenario and sensitivity analysis
 - Review business valuations / investment analysis through due diligence and valuation exercises
 - Review / understand, provide inputs on financing structures using debt and equity instruments to ensure optimal capital structure and bankability
4. Conduct / review contract analysis for Project Financing structures
 - Review reports, information memoranda, summary, presentations
 - Negotiate with project stakeholders

Team Management

1. Ability to work in multicultural environments and multidisciplinary team
2. Ability to guide and train the junior team members in the Required Skills

Client Interaction

1. Gather, review and analyze information and deliver client requirements
2. Discuss aspects of the financing structures with clients, off-takers, lenders, etc.
3. Network with clients to receive feedback and support, identify and overcome challenge

Business Development

1. Responsible in Advisory business development in SADC countries
2. Participate in business development meetings / conversations and identify clients' needs to acquire skills and experience
3. Contribute in designing business development proposal documents

EDUCATIONAL QUALIFICATION AND EXPERIENCE

- Master's in Finance
- 10+ Years of relevant work experience
- Experience with international/local banks, developers / investors/ fund or similar financial and corporate advisory institutions will be an asset
- Experience in Infrastructure / Project Finance is preferred

REQUIRED SKILLS

- Understanding of Project Finance & PPP
- Being able to review projects / finance documents to assess commercial and contractual implications
- Having strong relationships in SADC Region with government entities, developers, lending institutions, other stakeholders
- Being able to develop great relationships with client teams
- Proficiency in English language

OUR SECTOR



SYNERGY AWARDS AND ACCOLADES

THE ASSET TRIPLE A SUSTAINABLE INFRASTRUCTURE AWARDS

Power Deal of the Year ASEAN 2026 -
CBK Sale Project

PFI AWARDS

PPP Deal of the Year 2025 -
Jubail - Buraydah IWTP

PPP Deal of the Year 2025 -
Rumah 2/Nairyah 2

PPP Deal of the Year 2024 -
Rayis-Rabigh IWTP

Sustainable Deal of the Year
2024 - Abu Dhabi Waste to
Energy

Africa Deal of the Year 2024 -
Enel Green Power - Sasol/Air
Liquide IPPs

GLOBAL WATER AWARDS

Desalination Project of the
Year 2024 – Jubail 3A IWP,

MEED PROJECT AWARDS

Desalination Project of the Year
2024 for Barka V IWP Project

IJ GLOBAL AWARDS

Power Deal of the Year 2024
Nant Energy CCGT Plant

Wind Deal of the Year 2024
Impofu Wind Cluster

Waste to Energy Deal of the Year 2024
Abu Dhabi Waste-to-Energy IP

Utilities Deal of the Year 2024
Water Treatment for Al Haer ISTP

Water Deal of the Year 2024
Juranah Water Reservoir Company

Water Deal of the Year 2024
Water Transport for Rayis-Rabigh IWTP

Power & Transmission Deal of the Year -
2024 Surkhandarya CCGT Power Plant