



Stock Brokers | Investment Advisors | Fund Managers

Alfa Plaza · 2nd Floor · Office 201 · Ali Hassan Mwinyi Road · Dar es Salaam
T: +255 718 799 997 | +255 22 2926 578 · E: info@tanzaniasecurities.co.tz

EMPLOYMENT OPPORTUNITY – HEAD CORPORATE ADVISORY

Company Background

Tanzania Securities LTD is licensed by the Capital Markets and Securities Authority of Tanzania (CMSA) as a broker-dealer and investment adviser. TSL is also a Licensed Dealing Member (LDM) of the Dar es Salaam Stock Exchange (DSE) and is an approved primary and secondary dealer of Government Securities which include Treasury Bills and Treasury Bonds. Tanzania Securities is a registered Central Depository Participant (CDP) of the Bank of Tanzania.

Corporate Advisory Department Overview

Corporate Advisory is a non-autonomous Advisory Unit whose objective is to help government and its institutions, NGOs, institutions and private companies' clients with all advisory services.

The Corporate Advisory Department plays a critical role in offering a broad range of financial advisory services to clients. The department focuses on providing strategic guidance and financial solutions to help businesses meet their growth objectives, optimize capital structures, and navigate the financial markets.

Job Summary:

The Head of Corporate Advisory will have overall responsibility for leading and overseeing the Corporate Advisory practice. The position is responsible for the business management and strategic development of the unit. The primary objectives of the role are to drive attainment of key performance targets (Revenue, clientele base, product & service innovations, etc.), attract and retain high-value associates, and grow the department with key focus on client satisfaction metrics.

The role also includes tracking execution progress versus TSL goals and strategic priorities; including, streamlining internal process flows, selecting project management, establishing business partners and others.

The incumbent will lead origination and execution of advisory activities. Specific responsibilities will include creating materials for engagements (pitches); analyzing companies, sectors, issuer activities, corporate filings, and shareholder data; building relationships with internal and external stakeholders. The role will involve communicating and coordinating with members of the broader TSL team in Global Markets, Fund Management, Marketing & Research, Legal & Governance and Risk & Compliance.

Key Responsibilities

- Develop and implement the overall advisory strategy to grow the firm's advisory business, align with market trends, and meet financial targets.
- Identify and develop new business opportunities. This might include building relationships with potential clients, creating new financial products, and expanding TSL's advisory services.

- Conduct in-depth market research and financial analysis to offer informed recommendations. This could involve analyzing economic trends, company performance, and the impact of regulatory changes.
- Lead client engagement initiatives by preparing advisory pitch decks, presentations or any such analysis that may be required to win a new mandate
- Take lead in assessing client's readiness and suitability for an equity or/and debt transaction
- Prepare and conduct a series of road shows to generate interest from strategic and large institutional investors to invest in prospective issuance
- Oversee risk assessment processes, ensuring that the firm's clients are exposed to appropriate levels of risk based on their profiles and objectives.
- Ensure that all advisory activities comply with relevant regulations, including those of the Capital Markets and Securities Authority (CMSA) in Tanzania.
- Maintain and grow client relationships by providing exceptional service, handling queries, and ensuring client satisfaction.
- Lead the advisory team by mentoring staff, providing training, and ensuring high performance and productivity levels.
- Representing the company at industry events, conferences, and client meetings to promote our services and expand the client base.

Required Skills/Ability /Competencies:

- Strong Leadership skills
- Excellent interpersonal and communication skills
- Critical thinking and problem-solving skills
- Excellent Analytical skills
- Strong Negotiation and presentation skills

Qualifications & Experience:

- Must have been in a managerial/leadership position for at least three (3) years
- Ability to comprehend Financial, Economic, and Business reports and analyses
- Seven (7) years' experience in Advisory related to Corporate Advisory, Business Management, Capital Raising, or structured transactions
- A deep understanding of Financial Modelling, Valuation, Financial Analysis, and Financial Due Diligence
- Holder of post graduate degree in business and/or finance studies (CFA or related professional practitioner certification will be an added advantage)
- Must have some knowledge on the Capital Markets in Tanzania and the laws governing it
- Have experience in structured transactions
- Good knowledge in preparing and reading business plans and feasibility studies

Mode of Application

Kindly apply through the following link <https://forms.gle/8hFHVwfc898EEKvc6> not later than **18th November 2024**. Only shortlisted candidates will be contacted.

Female candidates are highly encouraged to apply.