

Job Description



1. JOB DETAILS:

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| Position Title: | Associate Director – Corporate Finance |
| Reports to: | Associate Director – Corporate Finance |
| Company: | Northern Arc Capital |
| Location: | Chennai / Mumbai |

2. ORGANIZATIONAL OVERVIEW:

Northern Arc Capital is a Non-banking finance company with an objective to provide efficient and reliable access to debt capital for the institutions that impact financially excluded households and enterprises. It is engaged in providing diversified financing options, particularly from the debt capital markets to institutions (“Originators”) that provide microfinance, SME finance, affordable housing finance, vehicle finance, agricultural finance etc. Some of the products offered by the Company to such Originators are loans, working capital, securitisation, non-convertible debentures, commercial paper, redeemable preference shares, guarantee backed structures etc. As an employer, we are committed to diversity, equality and inclusion. For more information, please visit: <https://www.northernarc.com/>

3. JOB OBJECTIVE:

- To be primarily responsible for originating business, underwriting and managing client relationships in the Corporate Finance business

4. KEY ACCOUNTABILITIES:

Description

- Identifying potential clients and conducting due diligences/underwriting credit risk
- Preparing post due diligence notes and undertake credit analysis of the potential clients
- Rigorously tracking and analysing financial and operational performance of clients on an on-going basis
- Preparing and maintaining credit notes, sector notes / presentations etc.
- Managing client relationships; generating business volumes and value for the company
- Interacting, Negotiating and executing transactions; coordinating with various stakeholders involved in deals - including legal firms, investors etc.

5. SPECIFICATIONS: QUALIFICATIONS, EXPERIENCE, & COMPETENCIES:

Minimum Qualifications:

- MBA or Post-Graduate in Management from a premier institute/ Chartered Accountant/ CFA

Minimum Experience:

- Around 7-9 years' experience in financial services, viz. commercial banking and/or investment banking/ credit analysis, including team leading experience and/or client management experience
- Experience in preparation of pitch books, credit assessment notes, investor presentations and/ or other deal related documents

Skills:

- Strong work ethic, positive attitude, self-motivated individual having an ability to work individually and as part of a team
- Proficiency in usage of MS Excel, MS Power point etc. is a must
- Excellent communication skills.
- Ability and willingness to work calmly under a high-pressure environment. Ability to maintain internal relationships
- Excellent analytical skills Excellent analytical skills, able to understand financial data, financial statements, accounting standards and policies etc.
- Process driven and able to develop workflows
- Relationship management skill and ability to build strong relationship with both internal as well as external stakeholders