

## Associate Director - CFIB

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Company: ADIB

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### **Role** Associate Director - Corporate Finance and Investment Banking

**Location** Dubai

#### **Role Purpose:**

This is a key role within the Corporate Finance and Investment Banking (CFIB) team focused on originating, structuring and executing corporate finance transactions with WBG and FI clients of the bank. The role holder will focus on delivering sharia compliant financing solutions to ADIB's clients across its core markets and will have to work closely with coverage teams, other CFIB teams, as well as internal stakeholders (such as credit approvers) to support origination of financing transactions, development of strategic relationships and provide solutions in alignment with ADIB risk appetite and strategy.

#### **Key Accountabilities of the role**

Evaluate, structure and execute deals in collaboration with the coverage and credit teams.

Assume full responsibility for deal origination, structuring of financing solutions and execution of deals.

Take ownership of, and adopt a proactive approach towards, financial modelling, due diligence, credit analysis, sharia structuring, preparation of pitch decks, transaction material (including investor presentations / syndication materials), negotiation of facility documentation and financial closure.

Supervise associates within CFIB and provide deal team leadership

Demonstrate the ability to integrate capabilities / expertise to manage deal dynamics and meet client requirements.

Conduct due diligence and perform in-depth credit analysis (incl. financial due diligence); Identify and address key risks during due diligence, transaction structuring, credit approval and documentation stages.

Lead idea generation especially application of sharia structuring to help secure lead roles for ADIB on financing transactions

Embed the “originate to distribute” model in the origination of structured finance or syndicated transactions.

Structure facilities that comply with approved risk appetite, credit policy, and return thresholds

Prepare and negotiate terms sheets, mandate letters, negotiate documentation for deals with client, lawyers and syndicate banks in close consultation with Shari'a

Prepare bank presentations and lead the syndication strategy in consultation with clients

Be able to work independently and execute all aspects of the deal lifecycle including the ability to engage with the Head of CFIB, Division Heads and Regional Heads within WBG and credit approvers.

Ensure compliance with applicable Sharia requirements, relevant Central Bank and other applicable regulations and ADIB's internal risk and compliance policies; achieve successful Shariah and internal audit outcomes with no high risk or repeat findings

Demonstrate sound understanding of market and business trends and material risk factors that impact credit quality and business / financial conditions; track and communicate relevant market and economic developments

Ensure regular communication with key stakeholders to position the structured and syndicated finance business and ensure emerging issues are addressed proactively

Support internal reporting and portfolio monitoring requirements on a timely basis.

## **Business Momentum**

Develop robust deals pipeline in line with overall financial objectives

Review and update the deals in pipeline reports on a regular basis to accelerate deal closure

Keep CFIB Head updated of major developments in relation to transactions under execution

## **R isk, Audit and Compliance**

Review / ensure all audit files are maintained and achieve satisfactory audit reviews

Ensure compliance with applicable Sharia requirements, relevant Central Bank and other applicable regulations and ADIB's internal risk and compliance policies; achieve successful Shariah and internal audit outcomes with no high risk or repeat findings

Manage deal folders, support internal reporting and portfolio monitoring requirements on a timely basis.

## **KEYPERFORMANCE INDICATORS:**

Ensure fee revenue is met or exceeded in line with the annual budget

Originate and convert new mandates plus develop robust pipeline of transactions

## **Specialist Skills / Technical Knowledge Required for this role:**

Effective communicator with the ability to present complex issues to a senior audience internally and externally

Ability to work under pressure, stay calm, manage conflicts and adjust quickly to changing priorities

The time sensitive nature of the deal life cycle and the highly competitive nature of the business requires the candidate to be able and willing to work longer hours beyond the official working hours in order to ensure client satisfaction.

Strong track record and demonstrated ability to manage end to end structuring and execution of deals through the lifecycle

Strong project management skills and ability to manage complex transactions with multiple internal and external parties

Sophisticated understanding of financing considerations experience in negotiation of facility documentation based on LMA standards.

Sound understanding of credit and market risk

Strong analytical and financial modeling capabilities

Highly motivated team player with the ability to manage deal teams

Excellent interpersonal and customer relationship skills

Strong suite of relationships within MENA Banks and FIs

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#### Cross References and Citations:

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