

Head of Syndications

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Company: ADIB

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

RoleHead of Syndications

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

Cultivate and nurture relationships with all key participants in the bank market in the GCC and the wider MENA region. Profile ADIB as a trusted brand in the Islamic corporate finance market in the GCC

Foster and lead all syndication / distribution conversations in primary and secondary. Ensure final holds in compliance with internal credit approval.

Provide pricing insights to ensure deals are structured and priced to clear market

Enable origination and distribution in secondary market transactions including with non-bank counterparties

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

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

Ensure best execution on mandated deals based on proactive engagement with clients, credit, coverage and other banks / financial intermediaries

Build and nurture client relationships in coordination with coverage teams and assist in conversion of new to bank names, and source deals through senior interface with counterparts in financial institutions

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

Lead new product development / expand product offering where relevant including development of product strategy and product infrastructure

Lead negotiation of terms sheets, mandate letters, and facility documentation with client, lawyers and syndicate banks in close consultation with Shari'a

Lead client pitches and development of syndication strategy to secure lead mandates

Management Skills

To lead, manage and coach deal teams incl. junior resources in CFIB.

Coordinate with internal stakeholders such as Sharia and externally with advisers, accountants and lawyers to ensure timely closure of deals

Business Momentum

Build deals pipeline in line with the budget

Ensure deal activity is monitored proactively and issues resolved to accelerate deal closure

Keep CFIB Head updated of major developments on prospects and deals in pipeline

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:

Extensive experience in the conversion of business opportunities and the management of external key account/ internal stakeholder relationship, with successful track record in syndications, structured finance and debt arrangement

Strong track record and demonstrated ability to manage end to end structuring and execution at a senior level

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

Sophisticated understanding of and experience in negotiation of facility documentation based on LMA recommended templates

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

Sound understanding of credit and market risk

Strong analytical and financial modeling capabilities

Leadership skills and ability to lead deal teams

Highly motivated team player driven to achieve excellence

Excellent interpersonal and customer relationship skills

Strong relationships with MENA Banks and FIs

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