



Job Vacancies: Investment Analyst (Credit Facilities)

Location: Lagos, Nigeria

Application Deadline: 19th November 2021

About All On

Nigeria has a 175,000MW power gap and an estimated 28 million households and 11 million SMEs that are either off grid or receive less than four hours of power per day (bad grid). This amounts to 120 million people living without access to reliable and affordable power.

Addressing the access-to-energy challenge in Nigeria requires a combination of both the traditional large-scale power generation approaches and distributed power innovations that are smaller scale, lower cost, and quicker to market.

All On Partnerships for Energy Access ('All On') was established by Shell as an independent impact investing company to work with partners to increase access to commercial energy products and services for the under-served and un-served off-grid markets in Nigeria, with a special focus on the Niger Delta.

All On builds values-driven local and international partnerships to help scale business models. It seeks both financial returns and social impact - to provide and/or improve access-to-energy for millions of households and SMEs. The company operates a lean structure to ensure efficiency and speed and continues to leverage expertise from Shell and other partners. Governance is through a Grant Advisory Committee and Board of Directors.

All On invests in off-grid energy solutions spanning solar, wind, hydro, biomass and gas technologies deployed by both foreign and local access-to-energy companies that complement available grid power across the Nigeria and help bridge the significant energy gap. All On provides debt and equity capital to early and growth-stage businesses in Nigeria's nascent off-grid energy sector. Due to the scale of the energy gap in Nigeria, All On also partners with other (development) financing institutions to develop enabling finance facilities that all businesses in the Nigerian off-grid energy sector can access.

To ensure an enabling environment for sector players and further de-risk All On investments, the company works with partners to carry out market-building activities for off-grid energy including advocacy, research, consumer awareness, and capacity building.

What will you do?

This position is responsible for supporting the All On impact investment deal delivery and investee management, with a focus on structured credit solutions for new investees. The Analyst will be involved in every stage of a transaction, including, but not limited to financial modelling, market research, due diligence, term sheet drafting and negotiations, investment committee memorandums, closings, and implementation of monitoring and evaluation framework. S/he will work in a high-energy environment under the supervision of the All On Investment Manager.



Candidate will be required to do the following:

- Leverage (and grow) personal and professional networks to originate deals in the off-grid energy sector in Nigeria.
- Process deals through approval and closing
 - Perform in depth market research and counterparty due diligence
 - Drafting of the various documents required for the deal approval process – including the deal narrative, risks, justification, and deal economics.
 - Financial modeling of investment opportunities with risked outcomes based on multiple scenarios.
 - Assess historical financial statements of potential investees to enhance understanding of historical corporate performance and probability of the success of the proposed business model.
 - Conduct assessment of credit risk for potential investees and projects, providing recommendations on credit worthiness
 - Propose investment instruments and related terms of financing to be deployed for each opportunity.
 - Draft and negotiate term sheet with counterparty based on the direction and approvals of the governance process.
 - Undertake financial, technical, and commercial due diligence and prepare related due diligence reports for each opportunity being developed.
- Support asset management through monitoring and review of borrower reporting requirements and loan covenant compliance.
- Provide ongoing strategic, operational, and governance support to investees in the portfolio.

What we need from you:

- A strong investment management and credit analysis background with at least 5 years' experience in investment banks, PE & VC funds (impact or fully commercial), and/ or deal delivery in top tier commercial banks or Development Finance Institutions (DFIs). Experience working on investments in Nigeria or similar markets.
- Solid experience in credit and structured finance with an energy and/or social infrastructure focus or similar business deals with a proven record of success and achievements.
- Qualifications: Undergraduate degree in finance, economics, mathematics, accounting, and business administration from a reputable institution.
 - Graduate degree (MBA or MSc) desired, but not required
 - Professional certifications (ICAN, ACCA) preferred
- Advanced proficiency with MS Office tools. Good financial modelling and research skills. Experience with financial tools such as CapIQ, Bloomberg is desirable.
- Strong sense of integrity, ethics and ownership, intellectual curiosity, excellent communication skills, solid stakeholder, and project management skills.



This description is not designed to encompass a comprehensive listing of required activities, duties, or responsibilities.

What we offer you:

- At All On, we're committed to investing in the development of your career and we give people with your skills a platform from which you can deliver, create substantial impact, and grow professionally with a fast-growing organization
- All On is a company with shared values. Honesty, integrity and respect aren't simply a strap line, but are a part of everything we do. What's more, we're a company that places the highest possible value on the diversity of our people and on our inclusive approach.
- Join us and you'll belong to a company where you can feel pride in your achievements in being one part of the solution for addressing Nigeria's foundational development problem.

Remuneration: Competitive based on experience

How to apply

- Send cover letter & resume to: All-On-Communications@all-on.com
- Subject of mail: **All On - Application for All On Investment Analyst – (Credit Facilities) Position**