



CAPITAL RAISING OFFICER (OR MANAGER)

The Capital Raising Officer (or Manager) will be responsible for securing debt, equity, and grant funding to fuel loan portfolio growth and sustain operations. The incumbent will act as the bridge between the Company and external investors, development finance institutions (DFIs), and donors.

Job Summary

The Capital Raising Officer will lead the development and execution of the institution's funding strategy. This role involves nurturing investor relationships, managing due diligence processes, and securing funds from commercial lenders, impact investors, and donors to support the expansion of micro-loan products.

Key Responsibilities

- **Fundraising Strategy:** Formulate and implement strategies to secure debt, equity, and grant financing.
- **Investor/Lender Relations:** Actively identify, approach, and maintain relationships with institutional investors, commercial banks, impact investors, and development finance institutions (DFIs).
- **Due Diligence Management:** Prepare data rooms, manage investor inquiries, and facilitate due diligence visits (onsite/virtual).
- **Proposal Development:** Draft compelling investment proposals, loan applications, and pitch decks to showcase the Company's performance and impact.
- **Negotiation:** Negotiate terms and conditions for new investment facilities, ensuring favorable covenants and interest rates.
- **Reporting:** Monitor compliance with investor covenants and ensure timely, accurate reporting to stakeholders.
- **Market Analysis:** Keep abreast of market trends, regulatory changes, and funding opportunities in the microfinance sector.

Qualifications and Requirements

- **Education:** Bachelor's degree in Finance, Economics, Banking, or related fields. An MBA or professional qualification (e.g., CPA, CFA) is highly preferred.
- **Experience:** Minimum 3–5 years of experience in corporate finance, treasury, or investment relations, preferably within the microfinance, fintech, or banking sector.
- **Knowledge:** Deep understanding of microfinance operations, financial analysis, risk assessment, and regulatory frameworks governing financial institutions.
- **Skills:** Exceptional negotiation, communication, and presentation skills. Advanced proficiency in Microsoft Excel (financial modeling) and PowerPoint.
- **Attributes:** Entrepreneurial mindset, ability to work independently, and willingness to travel for investor meetings.

Performance Indicators

- Amount of capital raised (Debt/Equity/Grants).
- Number of new investor relationships secured.
- Cost of funds (interest rate optimization).
- Compliance with debt covenants.

How to Apply

Please send your CV and qualifications to jobs@apionlending.com