

**Job Title:**

Senior Regional Head (North, West and Central Africa Region)

**Reports to:**

- ❖ Chief Business and Advisory Officer

### **Job Purpose:**

The Senior Regional Head (NWCA) will provide effective leadership and direction to the regional business teams and own the execution and achievement of regional targets within agreed timelines and as per the Corporate Strategic Plan (CSP).

### **Key Responsibilities**

- ❖ Collaborate with direct reports to develop a comprehensive strategy for business growth and affordable housing impact in the region.
- ❖ Act as the senior regional point of contact for clients and member countries; providing technical assistance and facilitating smooth business development.
- ❖ Work closely with clients to identify viable investment opportunities and develop housing financing solutions in the region.
- ❖ Conduct due diligence, feasibility studies, financial appraisal and risk assessments to evaluate the viability and sustainability of proposed projects in the region.
- ❖ Lead effective strategy implementation for the region and across the bank's four business lines (Financial Institutions, Project Finance, Public and Private Partnerships and Fund Management).
- ❖ Manage and grow the region's business in terms of product offerings and market penetration.
- ❖ Ensure operational efficiency and effective cost management.
- ❖ Develop strategies to identify regional business development partners and build collaborative relationships that will drive revenue growth.
- ❖ Oversee regional compliance and advise Management of any breaches.
- ❖ Consult with the Credit and Operations department to formulate strategies and guidelines to ensure good quality lending portfolio(s) in the region.
- ❖ Develop the region's advisory capabilities and offerings as a profit centre.
- ❖ Develop and implement a high performance based and vibrant culture that facilitates employee learning, growth, and job satisfaction; and achieves staff retention.

### **Business Development**

The role may require frequent business travel across the region.

### **Job Competencies and Academic Qualifications**

- ❖ A master's degree in business administration, Real Estate Management, Development Finance, Economics, or related field(s).
- ❖ Fluency in written and verbal English/French or working knowledge of the other is required.
- ❖ Prior working experience in Development Finance Institutions in Africa will be a prerequisite for the role.

### **Professional Qualifications / Membership to professional bodies**

- ❖ Certifications in Business Development in Real Estate Finance would be an added advantage.

### **Previous relevant work experience required**

- ❖ Minimum twelve (12) years' senior management/ Regional Country Manager experience in leading regional teams in a matrix development finance institution.
- ❖ Exceptional communication skills. Ability to deliver effective business presentations with partner organizations, corporates, government, potential donors, and financiers.
- ❖ Experience in developing exceptional client services and execution of pipeline opportunities.
- ❖ Experience serving on an executive leadership team(s). A key role will be to facilitate development of the Bank's commitment to a decentralized business model which places greater authority and responsibility to regional operations.
- ❖ Experience with the interface between Head Office and regional entities/offices, the challenges of an evolving matrix structure, and ability to manage change.
- ❖ Demonstrated success in negotiating partnerships, through strong financial analysis skills, including an ability to understand and apply information from portfolio construction models, and other analytic tools.
- ❖ Track record of managing strong, diverse teams. The role holder must be able to lead, coach, and hold accountable the business teams. Experience with developing and/or applying quality assurance processes as management tools will be an added benefit.

Applicants are invited to send a letter of motivation illustrating their suitability in relation to the qualifications listed and their detailed curriculum vitae to the following address: [hr@shelterafrique.org](mailto:hr@shelterafrique.org)