



Position: Senior Associate/ Manager – PPP Transaction Advisory
Location: Noida, Uttar Pradesh, India
Geographical Coverage: South Asia & Southeast Asia
Submission: Resume to be sent to careers@yoginfra.com

1. ABOUT YOG INFRA

YOG INFRA is an infrastructure focused financial advisory firm committed to help drive sustainable economic growth driven through infrastructure development. We work extensively with Development Finance Institutions (DFIs) and Private Sector as our clients.

YOG INFRA has offices in Singapore and India; and has a strong regional focus across Southeast Asia and South Asia. The firm provides financial advisory services to global clients across various infrastructure sectors like power, renewable energy, water & waste management, transport, urban & social infrastructure.

More information about the firm, our service offerings and team experience can be found at www.yoginfra.com.

2. POSITION SUMMARY

YOG INFRA is seeking to appoint a **Senior Associate/ Manager** to help deliver infrastructure project transactions and assignments across various infrastructure sectors as per project requirements.

You will be significantly involved in PPP Transaction Advisory mandates, client management and business development as per upcoming opportunities with the private sector clients and Development Finance Institutions (DFIs).

3. RESPONSIBILITIES

a) Project Management & Delivery

Develop knowledge and deliver high quality work under guidance of team leader in following areas with timeliness and accuracy.

- Leverage on your prior knowledge about various infrastructure sectors to provide financial advisory services to clients across geographies
- Support clients in Public Private Partnerships (PPPs) and Transaction Advisory
- Contractual Due-diligence of project documents to assess the commercial implications under various contracts
- Develop and review complex financial models by analysing and conducting scenario and sensitivity analysis
- Prepare country and market assessments, and investment target search and analysis for clients
- Conduct business valuations and investment analysis through due diligence and valuations exercises
- Support in debt and equity finance raise for infrastructure projects, including development of teasers, information memoranda, summary and presentations

b) Client Interaction

Develop an ability to manage client interactions across multiple projects and transactions

- Support the team in designing and developing solutions to best address client's needs and requirements
- Interact and engage with client team for seeking and providing project updates
- Prepare meeting minutes, gather information, verifying and validating client needs

c) Business Development

Play a crucial role to provide support in business development as per growth strategy of YOG INFRA

- Conduct research and analysis of sectors, geographies, clients, competitors; analyse data and write reports
- Lead development of knowledge products and YOG INFRA insights for clients on a regular basis

d) People Development

Be part of a growing multicultural team of financial advisory professionals

- Guide team members to understand clients' needs and to create high quality, timely deliverables
- Develop ability to work across geographies and cultural team members
- Learn empathy and cultural sensitivities of clients

4. QUALIFICATIONS, EXPERIENCE AND COMPETENCE REQUIREMENTS

a) Qualifications & Experience

- Master's degree in Business in Finance (MBA – Finance) or equivalent (CA/ CFA)
- 3-5 years of relevant experience in PPP Transaction Advisory for infrastructure projects in Asia
- Experience of working with a Big4 consulting or an infrastructure advisory firm
- Strong financial modelling skills, with experience in developing complex financial models for infrastructure projects
- Experience in preparing client presentations and reports in infrastructure sector
- Excellent English communication (reading and writing) skills

a) Competencies

1. High ownership and independence - demonstrated capacity to own, prioritise and handle multiple tasks under deadline, and be able to anticipate potential problems and create contingency plans, willing to go the extra mile.
2. Strong stakeholder engagement, interpersonal and communication skills – able to engage and build positive relationships through effective communication between technical and non-technical contributors, across project staff levels and senior leadership, able to work across multiple teams and in a matrix management environment
3. Dealing with Ambiguity - Can effectively cope with change; can shift gears comfortably; can decide and act without having the total picture; can comfortably handle risk and uncertainty. Highly adaptable, flexible, and comfortable with uncertainty and change.
4. Learning Ability/Agility – Inquisitive, keen and able to learn new things quickly from within and in search of best external practices; apply learning from experience to perform successfully in new situations.

Note: Shortlisted candidates would need to complete a financial modelling case study as part of the selection process.