



Associate Director of Transaction Advisory

Nairobi / UK - Full Time

Reporting to the Head of Capital Markets

About the company

[Lendable](#) connects emerging and frontier market fintechs with international and local investors so that they can in turn provide financial services to those who need it the most: underbanked consumers and small businesses. We have built the technical and financial infrastructure to increase access to credit in emerging and frontier markets, including a proprietary database of over 39m unique loans. To date, we have helped more than 2m people get access to fair finance and deployed over \$330m of capital to fintechs across Africa, Asia, and Latin America.

We are based in London, Nairobi, Singapore, Madrid, Amsterdam, and California. Our diverse team consists of investors, data scientists, technologists, and people who care about supporting each other and our clients. We are passionate about helping underbanked communities get access to fair financial services. Come help us build out our team and continue to grow!

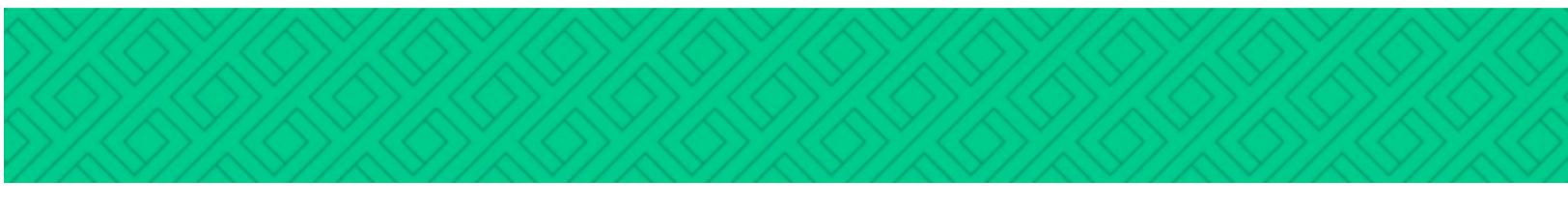
About the role

As we scale our asset management business, Lendable has gained an industry reputation as being excellent in data analytics and monitoring of collateral and impact. This reputation has led to organic opportunities to provide analytics-based advisory services on large, innovative transactions in the impact space. In 2022 Lendable launched a data monitoring based Advisory business that it will look to scale in 2023. Lendable is looking for someone to manage key client relationships, product development and delivery of these projects.

You should be obsessed with delivering client value through excellent communication and high quality analysis. You will be responsible for the full life cycle of advisory services, from scoping projects and negotiating pricing, to project managing the delivery of value, all the way through to owning the final client deliverables. ,

You will work closely with Lendable's Analytics and Risk teams, taking standardized outputs and turning them into simple, actionable insights for clients in the form of decks, dashboards, and models. Lendable Advisory clients include large international banks, DFIs, and multilateral agencies. They depend on Lendable to provide timely, accurate, and insightful data to make decisions about investments from a financial and impact perspective.

We value your **judgment** in defining scopes that are realistic and clear, knowing how to kindly push back on clients, and providing recommendations based on your analysis. We value **rigorous communication** in always communicating proactively to clients and providing compelling and actionable takeaways.



Responsibilities:

- Be the primary point of contact for all Advisory clients.
- Project manage the delivery of value on client engagement.
- Deliver excellent analysis and actionable takeaways in deliverables including decks, dashboards, and models.
- Lead analysis of financial and impact data relating to consulting and monitoring projects.
- Scope new Advisory projects, including deliverables, timelines, and negotiating cost.
- Business development of new consulting projects.

Capabilities + experience:

- 4+ years of professional experience in consulting
- 2+ years of experience in client management
- Fluency in financial and data analysis
- MBA a plus
- Excellence in the creation of visual and written deliverables
- Excellence in excel based analysis
- Ability to define and run an analysis independently
- Experience with Tableau a plus
- Experience in transaction advisory a plus
- Fluent in English (written and oral)

What we offer:

- Stimulating, smart and fun colleagues - a group of people who care about social justice, diversity, and inclusion above all
- Flexible working set up
- Market competitive salary
- Strong health insurance package that includes dental, vision, and mental health coverage
- Paid new parent leave policy
- The chance to engage in truly impactful and meaningful work

Persons of all gender, race, sex, orientation, age, and identity are encouraged to apply. We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform crucial job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.

For those interested in applying for this role please send your CVs to: careers@lendable.io

