

## JOB PROFILE

<b>Job Title:</b>	Head, Investment Banking
<b>Job Location:</b>	Lagos or Abuja, Nigeria
<b>Job Status:</b>	Full-Time
<b>Reports to:</b>	CEO
<b>Key Interfaces:</b>	Potential and Existing Clients, Internal Stakeholders, Regulators, Investors, Shareholders, Media etc.
<b>Job Overview:</b>	<p>We seek a highly skilled and entrepreneurial Senior Investment Banker to lead the development and growth of our investment banking division. This is a unique opportunity to work closely with the CEO and lead with transformative impact. The role is responsible for driving growth, ensuring operational excellence, managing key client relationships, and providing high-level leadership to teams across advisory, capital markets, fund management, mergers and acquisitions, corporate restructuring, and other financial consulting services.</p> <p>The ideal candidate must have a large network of deep industry relationships, must have key leadership and analytical skills, and a deep understanding of investment banking, financial markets, financial operations as well as legal regulations. The Head, Investment Banking will play a key role in positioning the business as a market leader in innovative and client-focused financial and investment banking solutions.</p>
<b>Principal Responsibilities &amp; Duties</b>	<ul style="list-style-type: none"> <li>▪ <b>Capital Raising</b> – Raise capital through issuance of securities (debt or equity) and strategic financial transactions, from pitch to close.</li> <li>▪ <b>Transaction Origination &amp; Execution</b> – Lead the Company's investment banking division in end-to-end transaction origination and execution. Leverage on existing and potential networks to source, negotiate and close new mandates. Identify and pursue new markets, service offerings, as well as strategic partnerships.</li> <li>▪ <b>M &amp; A Advisory</b> – Lead Mergers &amp; Acquisitions advisory, private placements and capital raising, from valuation, modeling and structuring deals, to regulatory compliance (where required).</li> <li>▪ <b>Strategic Planning</b> – Participate in the formulation of short- and long-term group strategy for the investment banking division; set up correspondent goals and progress plans, as well as implement solutions to issues.</li> <li>▪ <b>Strategic Advisory</b> – Provide strategic leadership, oversight, advice and cost-effective business strategies to the Chief Executive and the Board.</li> <li>▪ <b>Strategic Leadership</b> – Provide leadership, mentorship and guidance to senior management and advisory teams. Foster a culture of performance, innovation and accountability.</li> <li>▪ <b>Stakeholder Management</b> – Work cross-functionally to build and maintain relationships with internal and external stakeholders, including executive management, shareholders, compliance, legal counsels, financial advisors, and potential acquisition targets.</li> <li>▪ <b>Team Leadership</b> – Provide transformational and effective leadership to all employees within IRON's Group, with a strong focus in achieving outstanding performance across board. Train and mentor a team of investment banking professionals, including analysts and associates to ensure high performance and adherence to Company procedures.</li> <li>▪ <b>Client &amp; Stakeholder Relations</b> – Act as the primary contact for high-profile clients, investors, and financial institutions. Understand their evolving financial needs, pitch services, and represent the Company at industry events and meetings.</li> <li>▪ <b>Corporate Governance &amp; Compliance</b> – Drive implementation and compliance to applicable laws, regulations and internal policies. Support the Board and Executive Management in governance, risk, and compliance initiatives as a decision-maker, in line with delegated authority.</li> </ul>

	<ul style="list-style-type: none"> <li>▪ <b>Risk Assessment &amp; Due Diligence</b> – Lead and manage the due diligence process, coordinating with the relevant teams and stakeholders to assess risks and opportunities associated with all potential transactions.</li> <li>▪ <b>Change Management</b> – Identify best practices and improve internal systems with an eye towards future needs and budget realities.</li> <li>▪ <b>Monitoring and Supervision</b> – Actively guide, supervise managers and subsidiary leads, and also provide leadership and motivation to all employees.</li> <li>▪ <b>Profitability</b> – Direct all activities of the investment banking business, while ensuring cost-effectiveness and profitability.</li> <li>▪ <b>Project Management</b> – Ability to manage multiple Merger &amp; Acquisition projects simultaneously, ensuring timely and successful execution and post-deal support.</li> <li>▪ <b>Wealth Management Advisory</b> – Where required, assisting potential and existing clients with comparative offerings in financial planning, investment advice, and estate planning.</li> </ul>
<b>Attributes, Qualifications &amp; Skills</b>	<ul style="list-style-type: none"> <li>▪ Minimum of 15+ years of professional experience in an investment bank, private equity firm, commercial bank or investment banking boutique.</li> <li>▪ In-depth understanding of corporate finance, investment banking, private equity/venture capital, corporate finance, the capital market, fund management, wealth management and regulatory frameworks.</li> <li>▪ A proven and demonstrable track record of leadership, financial management expertise, driving success, maintaining profitability, securing investments and making data-driven decisions.</li> <li>▪ Quantitative and analytical skills to perform complex financial modeling.</li> <li>▪ Ability to develop and prepare comprehensive financial and business analysis.</li> <li>▪ Familiarity with all business functions: Finance, IT, Deals Advisory, Fund Management, etc.</li> <li>▪ Excellent communication and interpersonal skills, with a personable approach and credibility.</li> <li>▪ Business acumen, high level of integrity and ethical conduct.</li> <li>▪ Entrepreneurial outlook with a passion to succeed in a matrixed and competitive market environment.</li> <li>▪ Educational Qualifications: <ul style="list-style-type: none"> <li>• A strong academic and technical background, with a first degree in business administration, finance, economics, accounting, or a related field.</li> <li>• An MBA, MSc or relevant Master's degree, a plus.</li> <li>• A recognized professional financial certification (e.g. ACA, CFA, CIBN, CISI, etc.) is an advantage.</li> </ul> </li> </ul>
<b>Why Join Us?</b>	<ul style="list-style-type: none"> <li>▪ An opportunity to work in a fast-growing, innovative organization with distinctive investment banking capabilities.</li> <li>▪ A collaborative culture that values integrity, impact, innovation and rewards.</li> <li>▪ Competitive compensation, benefits and perks, as well as performance incentives.</li> </ul>
<b>How to Apply?</b>	<ul style="list-style-type: none"> <li>▪ Interested and qualified candidates should send their resumes to <a href="mailto:careers@iron.africa">careers@iron.africa</a>. Only qualified candidates will be contacted.</li> </ul>