

JOB PROFILE

Job Title:	Head, Investment Banking
Job Location:	Lagos or Abuja, Nigeria
Job Status:	Full-Time
Reports to:	CEO
Key Interfaces:	Potential and Existing Clients, Internal Stakeholders, Regulators, Investors, Shareholders, Media etc.
Job Overview:	<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>

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