

About NaBFID

National Bank for Financing Infrastructure and Development (NaBFID) has been set up under an Act of Parliament (NaBFID Act, 2021), as the principal entity for infrastructure financing in the country. The entity is regulated and supervised as an All-India Financial Institution (AIFI) by the Reserve Bank of India (RBI). NaBFID is poised to play an extremely crucial role in supporting infrastructure funding by driving the development of innovative financing instruments and development of bond and derivatives markets and promoting best practices in financing and data-driven risk management.

*NaBFID is looking to hire a strong leadership team, committed to the cause for which NaBFID is set up and to help with the national agenda, inviting applications for role of “**Vice President – Resource Raising**”.*

Job Profile

S/he will be responsible to develop and implement NaBFID’s resource mobilization strategy in line with the objective of creating a robust balance sheet which can support large scale infrastructure projects.

Job Title	Vice President- Resource Raising	Grade	VP
Department	Resource Raising	Reporting To	Head - Treasury
Location	Mumbai	Team	Sr. Analyst, Analyst
Age	55 years and below (As on date of advertisement)		

Primary Job Duties/Responsibilities

The key job duties/responsibilities are enumerated below:

- Work closely with senior management leaders to develop and implement the fundraising strategy, which is a combination of domestic and international investors
- Align the resource mobilization process for NaBFID to achieve the goal of a strong balance sheet
- Oversee the creation of a workplan for fund generation and resource mobilization and constantly monitor its implementation
- Ensure resource mobilization manual is developed which includes standard operating procedures and processes; and defines the direction of resource acquisition and utilization, approvals and follow up
- Strategize and implement options for creating diversified and accessible sources of funding aligned to various stages and risk appetite of the projects being funded
- Mobilize Foreign Institutional Investors (FIIs), Multilateral Development Banks (MDBs) and domestic institutions for optimal resource raising through INR and Foreign Currency, towards investment in large scale infrastructure projects in the country

- Derive access to low-cost and long-term liquidity through deep relationships, including the participation of private sector players and institutional investors as co-creditors of the projects
- Conduct roadshows and develop investor confidence and belief in the organizations' vision and strategy
- Develop strong working relationships and network with merchant & investment institutional investors, government, and sovereign wealth funds (SWF)
- Conduct research on potential sources of investors and partners such as trusts, foundations, SWF, companies, and high net worth individuals
- To decide on the optimal mix of onshore and offshore borrowings to ensure it is cost effective
- Ensuring that regulatory requirements are complied with regarding borrowings both onshore and offshore
- Supporting constructive dialogue and collaboration across teams in a manner that helps the organization achieve performance excellence
- Monitor, measure, analyse and communicate the donor pipeline. Ensure the senior management and leadership is routinely briefed on the progress
- Any other assignment as may be assigned by the Bank from time to time

Professional Experience

- Minimum 12 years of experience in financial/corporate sector, of which at least 6 years' experience in financial sector. The candidate should have minimum 3 years of experience in developing fund-raising strategy and institutional resources mobilization.
- Proven track record of fundraising from major institutions in India or across the globe
- Understanding of the development sector and resource mobilization life cycle will be preferred
- Proficient in developing and writing successful funding proposals
- Ability to independently exercise judgement and stature to interact with varied internal and external stakeholders
- Strong business and relationship orientation
- Strong networking skills
- Ability to work in cross functional teams
- Experience in building and leading teams
- Strategic thinking and decision-making ability.

Educational Qualifications

Graduate / Postgraduate in any discipline from a recognized University / Institution.

Preferred: CA, MBA Finance, CFA or equivalent.

Term

Contractual Engagement will be for a period of 5 years, which may be renewed for additional term at the discretion of NaBFID.

Remuneration

Remuneration will be offered based on qualification, experience, suitability, last drawn salary, and market benchmark and shall not be a limiting factor for suitable candidates.

Interested candidates (Indian Citizens) may send their CVs in the format provided (including a passport sized photograph) via email to recruitment@nabfid.org. **The subject line should STRICTLY be "APPLICATION FOR THE POST OF <Job Code>" and <category>.**

Selection will be solely at the discretion of NaBFID's Selection Committee, and their decision will be final.