Job Overview:

CATALYZE Iraq A2F program is seeking to engage a maximum of twenty (20) Transaction Advisors to support the CATALYZE Iraq A2F program to increase access to finance for Iraqi SMEs and increase youth employment.
The Transaction Advisors will identify, structure and support closure of financial transactions for the benefit of Iraqi SMEs to facilitate and mobilize a minimum of $3,250,000 of private capital from participating financial institutions (private banks, MFIs) within a three-year period.
Transaction Advisors are individuals or firms that provide a range of services including the preparation of business plans, obtaining financing, preparation of financial statements, and providing technical, tax and regulatory advice, among others. Transaction Advisors play a critical role in connecting SMEs with financing opportunities from FIs and guiding them through the financing application process, with the goal of closing transactions efficiently and effectively.
Financing or private capital is broadly defined as financing provided by non-state established private finance providers of new loans or financing, including debt instruments for the purposes of refinancing, restructuring, lines of credit, letter of credit, promissory notes, invoice and receivable financing (factoring), export financing, unrecoverable grants, or any other financial or investment product or mechanism supporting SMEs in Iraq.

Salary Offer:

Incentive based on Results

How to apply:

Please check the link below with RFP called: Amendment 3 – BPA-RFP-CATALYZE-Iraq-Transaction Advisors-2023-0002 - https://catalyze-procurement.com/?page_id=15
To apply for the consultancy, please follow the below structure:

1. Past Performance record: (List of transactions closed (enterprise, lender/investor, and general terms of the transactions) and/or relevant technical/advisory services provided to SMEs) Create a one PDF or Word file that contains the requirement documentation expected from the applicant and ID or passport copy + Recommendation letters / certifications from previous employers / programs related, training certificates, etc.

2. Proposed key personnel (individual): (At least Bachelor's degree in a relevant field (Business, Finance, Economics or similar / A minimum of one year of professional experience in the financial sector in front/middle office functions such as credit department, sales, marketing, risk management etc. Create 1 Page cover letter (Word or PDF) that needs to present the following; How to link his / her qualifications to the program /Expected added-value to the program. Create Resume of 2 pages (Word or PDF) that contains; Either as freelancer or former employee, applicant to address his / her professional experience addressing employer, duration and achievements concluded by the applicant / References to be listed for the last 2 years of experience /Personal contact information

3. Technical approach : (Overall access to finance facilitation approach demonstrating strong knowledge of the banking sector and approach to leveraging network and building pipeline & Investment facilitation approach & Pipeline list) Provide a work plan; 2 - 3-page (Word or PDF) summary needed to address; o Access to finance approach that will be adopted by the applicant. o How to manage the relationship between SMEs and Financial institutes. o The proposed loan life cycle to be adopted and outreach to SMEs and financial institutes. Provide SMEs Pipeline list; 1 page (Word or PDF) list for example; a list of SMEs showing; names, type of SME sector of performance, current size of the age of SME owner, gender, size of expected financial support needed and purpose of the loan requested by the SME. Training or certifications of related activities

4. Youth inclusion: It is recommended into the SMEs pipeline to address youth and women owners

Job Reference:

Apply on: catalyze.procurements@thepalladiumgroup.com

Firas Hussein
Levant Director
RUWWAD AL IRAQ