



SCOPE OF WORK: PROJECT FINANCE & ADVISORY MANAGER

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About Us

Ibi International Ventures LLC ("IBI Ventures") is a U.S.-based financial and strategic advisory firm specializing in transaction advisory, capital mobilization, investment origination, financial structuring, and private capital solutions across Africa and other select emerging markets.

We work with corporations, project sponsors, governments, financial institutions, investors, and entrepreneurs to transform investment opportunities into bankable, investor-ready transactions and mobilize debt, equity, mezzanine, and other forms of capital. Our activities span sectors including infrastructure, energy, mining and critical minerals, transportation, digital infrastructure, financial services, manufacturing, agriculture, and private equity.

At Ibi Ventures, our work is grounded in three core values:

- **Partnership-driven approach:** We build strong, collaborative partnerships that create lasting, shared value.
- **Commitment to development:** We believe in keeping more value on the continent, building sustainable industries, and creating jobs and economic opportunity.
- **Accountability:** Discipline, integrity, and a commitment to delivering on our word underpin everything we do.

We are a founder-led team with deep roots in development finance, private equity, and African markets, drawing on experience across the IFC, the World Bank, management consulting, and community-led development. We are building a lean, high-caliber team of people who are bright, curious, collaborative, and a joy to work alongside.

The Role

The Project Finance & Advisory Manager leads client engagements from assessment through investment readiness, combining strong project management, financial and commercial acumen, and experience navigating complex transactions or development projects.



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You will assess clients and projects, help define the path to bankability, and work with clients to address the gaps and requirements needed to become investment-ready. As the day-to-day lead, you will own the client relationship, establish and manage project roadmaps, coordinate work, and ensure projects maintain momentum toward financing. You will also work closely with a financial modeler to ensure project economics and financial models are robust and able to withstand investor and lender scrutiny.

This is a hands-on role on a lean, high-caliber team. As our first Engagement Manager, you'll help define how the role works as our pipeline grows, and your scope grows with it. You'll work directly with Ibi's Founder & CEO and other senior team members, managing multiple engagements across countries and sectors. The role requires strong project management, financial and commercial judgment, client relationship skills, and the ability to move comfortably between strategic assessment and hands-on execution. We want compensation to reflect that growth too: beyond the day rate, there is potential for performance-based upside tied to the engagements and outcomes you help deliver (see Compensation).

We strongly encourage applications from candidates with lived and professional experience on the African continent. Given the nature of our client relationships and projects, Africa-based candidates are particularly encouraged to apply.

What You'll Do

- **Lead client relationships:** Serve as the day-to-day lead for clients, building trusted relationships, managing expectations, and keeping engagements moving.
- **Turn strategy into execution:** Translate project assessments and bankability requirements into clear workplans, milestones, and priorities, and drive follow-through with clients and the Ibi team.
- **Oversee financial readiness:** Direct the financial modeling process, working with our financial modeler to develop and stress-test project economics and address issues identified through review.
- **Manage workstreams:** Coordinate internal and external stakeholders across technical, commercial, financial, and other workstreams, ensuring dependencies are managed and deliverables stay on track.
- **Develop investor-ready materials:** Lead the preparation of clear, compelling project materials for clients, governments, and prospective financing partners.
- **Support financing and transaction processes:** Work with the CEO to support engagement with prospective investors and lenders, and coordinate with clients, counsel, and other advisers as projects move through due diligence, negotiations, and documentation.



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- **Own engagement delivery:** Manage scope, budgets, timelines, and deliverables across multiple engagements, identifying risks early and maintaining high quality execution.
- **Build Ibi's platform:** Help strengthen the firm's project management, compliance, governance, and operating processes as the business grows.

What You Bring

- **5-8 years of relevant experience** in project finance, infrastructure or natural resource finance, transaction advisory, or a related field, ideally with experience supporting projects on the path to bankability.
- **Strong financial and commercial judgment:** Comfortable reviewing, interrogating, and stress-testing financial models. You don't need to build a model from scratch, but you need to understand the underlying assumptions, identify where the numbers don't hold up, and know what needs to be addressed.
- **Project and client management experience:** Proven ability to manage complex engagements with multiple stakeholders, competing priorities, and interdependent deliverables, while keeping the work moving.
- **Structured problem-solving:** Able to assess a complex project, distinguish the critical issues from the noise, translate findings into a practical roadmap, and drive progress against it.
- **Africa experience:** Based in Africa, or with deep and sustained professional experience working across the continent, including familiarity with local business, government, and financing environments.
- **Ownership and adaptability:** Genuine appetite for building something from scratch, comfortable taking on significant responsibility, exercising independent judgment, and figuring things out without much backup, as part of a lean, early-stage team.
- **Strong written communication:** A clear, organized, and persuasive writer. Our materials are read by clients, governments, and financing partners, and need to stand up to external scrutiny.
- **Proactive and steady:** Takes initiative, anticipates issues, follows through, and maintains momentum and strong client relationships when circumstances change or other parts of a transaction are moving in different directions.
- **Client-facing confidence:** Comfortable working directly with senior client and government stakeholders, asking difficult questions, challenging assumptions constructively, and building trust while maintaining accountability.

Nice to Have



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- **French language skills:** Several of our engagements are in Francophone West Africa.
- **Exposure to DFI, multilateral, or lender processes:** Experience with institutional financing, due diligence, or lender requirements.
- **Relevant sector experience:** Experience in mining, energy, infrastructure, or other sectors relevant to Ibi's work.
- **Project management training or certification:** Formal training or certification in project management or a related discipline.

Compensation

\$200–\$400 USD per day, depending on experience and scope, under an independent contractor arrangement. This is a day-rate engagement, and the number of days may not start at full-time; we expect it to grow as our client pipeline and the business grow, and your earnings grow with it. There's also real performance-based upside beyond the day rate: a discretionary bonus or additional fee tied to individual contribution, engagement outcomes, and the firm's financial position. As one of our first hires, you'll have a direct hand in building that growth and a genuine stake in what it produces.

Reports to: Jenny Malseed, Head of Strategy & Operations

Location: Remote. Africa-based preferred, given the nature of our client relationships and the need for close engagement with projects and local stakeholders. We'll also consider strong candidates on the U.S. East Coast or in Europe where time zones allow close collaboration with clients and the team, but this role is built around being close to the ground, and travel to client sites is a regular part of the job.

To Apply

Send a CV and a brief note to jmalseed@ibiventures.com. Applications are reviewed on a rolling basis.