Executive Director (Enosis Capital LLC, New York, NY)

The Role

- Lead transaction deal teams working to develop and implement sovereign debt conversion transactions focused on development outcomes for countries in Latin America and the Caribbean.
- Manage the complete transaction process cycle, including all aspects of deal origination, structuring, and negotiation, as well as internal approvals, capital raising, and investor relations through to financial close.
- Supervise and guide the development of financial models, including the incorporation of credit enhancements and blended finance.
- Perform project, financial due diligence and credit risk assessments of proposed transactions, develop information memoranda, and structure and close sovereign debt deals.
- Collaborate with internal staff and partner organizations, such as nongovernmental organizations, multilateral and bilateral financial institutions, capital market investors, commercial lenders, and national governments in Latin America and the Caribbean.
- Lead the negotiation of sovereign debt conversion transactions, including legal and financing agreements involving senior government officials in Latin America and the Caribbean at the ministerial level, international financial institutions, and non-governmental organizations.
- Develop content for internal and external audiences, including editing and drafting pitch decks and approval and information memos.
- Support Enosis Capital's fundraising for a private guarantee facility with family offices, institutional investors, and development finance organizations.
- Lead product development for new financing structures by incorporating structured credit and blended finance techniques.
- Lead communications and relationship management with sovereign government finance institutions, insurance companies, multilateral development banks, the Inter-American Development Bank Group, and other external partners.
- Travel to Latin America and the Caribbean up to 25% of the time.

Salary: $301,000–$315,000

What we are looking for

- Requires Master's degree in Finance, Economics, Business Administration, or a related field of study, plus three (3) years of experience leading the origination, development, and execution of sovereign debt conversion transactions with a focus on development outcomes; leading negotiations, internal approvals, and capital raising for sovereign debt conversion transactions; commercial debt swaps; leading groups in a matrixed environment and making leadership-level strategic decisions; working with legal, financial, measurement, and impact specialists; working with sovereign government finance institutions, multilateral development banks, and governmental debt management offices in Latin America and the Caribbean; negotiating legal agreements from a business/financial perspective; structured credit and blended finance techniques; and, auditing, updating, and running sensitivities for financial models. CFA Program Level I, II, and III passage required.

Benefits: Employer-sponsored health, dental, & vision insurance (99% of premiums covered). Access to a 401(k) retirement savings plan. Flexible PTO policy.