

# CHIEF EXECUTIVE OFFICER



CITICC (AFRICA) HOLDING LIMITED

## EXCELLENT REMUNERATION PACKAGE NAIROBI, KENYA

A significant Far Eastern construction company has partnered with a global financial partner to deliver 36,000 homes over 10 sites in Africa over the next 5 years. Whilst both organisations and their investors have good operating experience within the continent, this new venture is going to rely on providing development finance and development expertise to the local market, and is not an area in which they have worked before. They are looking to appoint a well connected residential property specialist, who is able to establish and grow the company by providing both end user and development finance to housing developers throughout the continent. Despite the massive market opportunity which exists for local developers, they lack the technical and financial strength to implement projects of significant scale. Mortgage finance in Sub-Saharan Africa is also unaffordable to the potential home owners. This new joint venture is uniquely positioned to provide affordable funding both upstream and downstream, and to introduce internationally advanced delivery techniques to developers through their construction biased investor

### The Position

- To uncover opportunities where financial services as well as housing development expertise can be utilised in Sub-Saharan Africa
- Accountable to the Board of Directors and its Board Committees, the CEO will be the custodian of the company's goal to become the affordable housing development funding provider of choice in Africa.
- Appointed on a contract initially, your primary aim will be to find various housing development opportunities to present local developers with.
- Ability to unlock viable opportunities, open doors and close high value financing transactions which will lead to a permanent role and a successful organisation which you will be responsible for running day to day.
- Hiring, training and management of various staff, marketing and development of products and the appointment of the external consultants which will best suit the companies growing needs.

### The Individual

- At least a bachelor's degree, and preferably an advanced degree, from a reputable university, majoring/focusing in a relevant field of study (eg management, finance, accounting, housing construction).
- You must have excellent communication skills and have the ability to communicate at all levels along with the ability to influence others and contribute to the decision making process.
- Senior level experience (Affordable Housing Development Funding experience is highly desired).
- At least 10 years of experience and expertise in the housing construction (or closely related) business with a particular focus on strategic management, high level decision making, understanding of liabilities and assets, knowledge of different market segments and business models, and a strong understanding of business development and growth.

If you feel you have the required skills and can demonstrate the potential and ambition to be successful in this role, please apply to Julie Teague, enclosing a full CV together with current remuneration details to [jteague@macdonaldandcompany.com](mailto:jteague@macdonaldandcompany.com). Alternatively call on +27 (0) 10 005 1516 for a confidential discussion. You can also apply online at [www.macdonaldandcompany.com](http://www.macdonaldandcompany.com)

People make the difference.  
We connect you to that difference.  
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