

Chief Credit Officer—Lending Operations; Darien, CT

Developing World Markets is seeking a dynamic senior banker with both lending and work-out experience to serve as chief credit officer for its lending operations and to join a growing team of finance professionals with a strong social mission. The incumbent will be responsible for providing credit leadership to DWM in connection with the origination, analysis, servicing and repayment of several hundred million dollars of debt assets under management relating to microfinance and other socially positive investments in developing countries. The incumbent will work with a team of at least 6 lending officers from DWM's head office in Darien, CT, will report to the partner responsible for fund management, and will coordinate closely with the partner responsible for lending.

Responsibilities will include:

- Developing and executing a credit framework for DWM's socially positive lending operations, taking into consideration country and regional factors, sovereign risk, interest rate and currency factors, and expected investor returns, in consultation with the partners responsible for fund management and lending
- Providing credit analysis potentially at all stages of the interaction with investee companies such as a) review of preliminary term sheets, b) review of formal credit proposals, c) review of credit quality on an ongoing basis and, d) in the event of problem loans, devising strategies for dealing with them and, if applicable, leading the work-out of such loans in consultation with the partner responsible for lending
- Working with regional relationship managers and other finance professionals to prepare and present investment analyses on portfolio companies
- Assisting the partner responsible for lending in managing DWM's origination, analysis and servicing (OAS) function, involving members of the lending, capital markets and equity teams, and leading the continual improvement of OAS policies and procedures
- Accompanying lending officers on field visits abroad to current and prospective portfolio companies and assessing the creditworthiness of such companies during such visits

Candidate must possess the following background and skill sets:

- At least ten (10) years of progressively responsible experience in emerging markets commercial banking or closely-related field
- Credit training
- Demonstrated success in building and managing a commercial loan portfolio, preferably relating to financial institutions
- Work-out experience
- Management experience
- Ability to conduct business in Spanish and other foreign languages strongly preferred
- Excellent analytical, drafting, negotiation and management skills
- Excellent organizational & time management skills
- High motivation and attention to detail

- Ability to learn quickly and work independently as well as being a team player
- Demonstrated social commitment

Developing World Markets is at the forefront of a global effort to create investible solutions to meet the social and economic needs of the developing world. DWM structures transactions that open doors to the international capital markets for microfinance institutions and other socially motivated organizations. The DWM team has deep experience in investment banking and emerging markets investing, as well as a passionate interest shared with their clients in the social goals served by their transactions. For more information: <http://www.dwmarkets.com/>

Qualified candidates should send a cover letter and resume to:

Jackie Ruiz, Office Administrator Jackie@dwmarkets.com