

BE PART OF THIS TEAM

The East London Industrial Development Zone SOC Ltd is a State-Owned Corporation set up by government through the South African Industrial Development Zones Programme (now the South African Special Economic Zones Programme) to develop, operate and maintain modern infrastructure and to complementarily attract strategic investments for the region.

RE-ADVERTISEMENT - POSITION: BUSINESS ANALYST | Ref: REC/09/23

Minimum Requirements: • A Degree in Financial Management / Economics / Accounting • 3 years' experience in dealing with the structuring of investments, due diligence experience and Investment Incentives • 2 years' exposure to investment promotions / economic development fields • 2 years project fundraising and Packaging experience • Development Finance and Project Development will be an added advantage.

Required Competencies: • Computer Literacy (MS Office: PowerPoint, Word, and Excel) • Knowledge of SCM policies and procedures • Knowledge of Public Financial Management Act • Knowledge of investor considerations and compliance issues (Local and International) • Extensive knowledge of Local and National incentives and ELIDZ services available to investors, including National Local Content Policies • Knowledge and understanding of internal business processes and the CRM system • Knowledge of financial management and controls • Extensive knowledge of ELIDZ policy and procedures and zone rules • Knowledge of -Sector Policy Regulations • Understanding of ELIDZ SHE Management System and Occupational Health and Safety Act • Knowledge of import / export practices • Strong ability in structuring of investments and conducting due diligence.

Specific Functional Responsibilities: • **Compilation Of Investment Board Paper** • Analysis of Investment Business Plan for Board approval detailing • Due Diligence • Deal Structure (Negotiations between ELIDZ and Investor Zone Developer and packaged structure / investment proposal) • Business proposal from investor • Financial & Business Forecasting • Board Paper with accurate and compelling content • **Investment Analysis** • Determination of investor and proposal suitability (establishing affordability, viability, best practice principles, regulatory requirements and feasibility studies / restrictions) • Pipeline Analysis and reporting (forecasting based on sales) • Conduct Due Diligence exercise to establish the legitimacy and suitability of investors (check validity of registrations, judgments, litigations, and the like against both company and entrepreneur) • Incentive package analysis, including CCA, as part of investment proposal • Overall Suitability and rating • **Facilitate Access To Market Development Incentives And Support Programmes For Existing And Prospective Tenants** • Identify sector specific incentives and facilitate access by targeted investors and existing tenants • Enable qualifying operational zone enterprises to benefit from the IDZ / SEZ suit • Enable linkage to government trade missions and new market entry opportunities of incentives and other government support measures • Lobby and establish the ELIDZ as a satellite site for the administration of the SEZ incentive package • Undertake and internalised International Incentive benchmarking • **Project Funding** • Compilation and provision of investment incentive packages and applicable controls / issues • Investigate and compile project funding proposal framework and share this with project managers • Support the development of Project proposals in coordination with project managers • Identify project funding opportunities • Forge and maintain good relationships with potential funders • Understand and provide funding requirements of each targeted funder • Keep project managers informed about funding opportunities and funder engagement • Research, identify and maintain an accurate database of current and prospective funders, funding applications and their outcomes • Draw up engagement plan for targeted funders • Compile funding plan for targeted funders • Investigate and develop funding models that will be attractive to both funders and investors • **Project Development** • Identify and package new investment projects • Assess funding requirements for each project • **Quarterly Performance Reporting** • Compile Quarterly reports on investment performance for collation by CEO's office.

Applications must be submitted by e-mail to: recruitment@elidz.co.za.

The closing date is 16 November 2023. If you have not heard from us within one month after the closing date, please consider your application unsuccessful. Only short listed candidates will be communicated to. **The ELIDZ reserves the right not to fill this position. The ELIDZ is committed to giving preference to suitably qualified persons with disabilities and to African Females as per our EE Plan.**

The personal information submitted in response to this advertisement shall be processed solely for purposes relating to the position applied for, as mandated in law. The East London IDZ undertakes to ensure that appropriate security control measures are implemented to protect all the information submitted by the applicant.

Tel: 043 702 8200

www.elidz.co.za

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