

Investments & Divestments Division

We are in the pleasant position to inform that we have vacancy for **Head of Investments & Divestments (reference: HOI23), within our Organization, in the Investments & Divestments Division, reporting to Chief Investments Officer.** The suitable candidate will be selected via a qualifications' assessment and will be recruited under private law, with a fixed term contract until 31/12/2025, as this is the statutory Fund's termination date. Fund employees have a duty of loyalty to the Fund and a duty of strict confidentiality according to the provisions of Law 3864/2010, as in force.

Key Tasks and Responsibilities

- Acts as a team leader, oversight and coordinates the work with other divisions/departments and inform accordingly the CIO
- Provides coordination, guidance and coaching to the team members to align their activities with HFSF priorities.
- Manages the evaluation, negotiation, and execution of all major transactions (equity and other) for HFSF and its portfolio banks including Share Capital Increases, Mergers & Acquisitions, asset and divestment in close collaboration with the Legal function.
- Supervises all transaction related activities performed by the HFSF as principal throughout the deal cycle (origination, structuring, valuation, negotiation, due diligence and execution) and is responsible for the effective and timely execution of these for HFSF.
- Oversees corporate and investment banking activities including among others M&A, ECM, Valuations, Loan portfolio disposals, Securitizations of loan portfolios and corporate financial analysis
- Coordinates the team to execute the divestment strategy of the HFSF in relation to its holdings (portfolio banks)
- Co manages with the CIO the restructuring principles with all stakeholders (e.g. Banks, HFSF, EC, DG Comp, Regulatory Bodies, ECB, ESM) and assesses restructuring plans submitted by systemic banks in order to propose their approval to the Executive Board and General Council of HFSF.
- Maintains and manages relationships with investors, investment banks and international financial institutions promoting the strategy and mission of the HFSF
- Coordinates efficient processes and controls within the Investment Division to ensure compliance with internal and external policies, procedures, laws and regulations
- Oversees and monitors portfolio performance and supervises regular reporting
- Oversees and monitors market activity and intelligence and produces regular reports
- Supervises the analyses of investment portfolios and coordinates investment and divestment transactions in line with HFSF's policies and procedures
- Participates in investment roadshows for divestment purposes
- Conducts, in coordination with the CIO, regular performance reviews, addressing properly and timely all development and training needs of the Division's staff members
- Participates in the technical and qualitative evaluation of potential financial advisors regarding the divestment procedure

Skills and qualifications:

- At least 10 years of previous experience in Investment Banking, Consulting /Advisory services or relevant senior role with a focus in banking & capital markets experience in Greece, Europe or emerging markets and significant exposure to equity transactions.
- Exposure to managerial (C-Level) decision making (having reported to or directly supported decision making at those levels) and proven people management experience of at least 3 years
- Substantial expertise in the areas of M&A, ECM, Valuation, Financial / Business modelling, Corporate Finance
- Understanding of European regulatory framework and its requirements

Competencies:

- Takes responsibility for actions, projects and people
- Takes initiative and works under own direction; initiates and generates activity and introduces changes into work processes; makes quick, clear decisions which may include tough choices or considered risks
- Provides others with a clear direction; motivates and empowers others exhibiting empathy, genuine spirit of cooperation and support provision and assume diversity of views within the team
- Analytical and managerial thinking, able to develop and if necessary, produce complex analysis to support decision making
- Ability to solve problems as they pop up, analyze inefficiencies and refine procedures.
- Time Management Skills
- Makes quick, clear, justified decisions which may include tough choices or calculated risks

What we offer:

- Competitive remuneration package relevant to candidate's profile and in accordance with internal policies
- Extra benefits such as private medical & life insurance, voucher card, gym subscription, transportation card etc
- Additional retention rewards
- Teleworking as a part of the working schedule
- Ease of proximity premises through transportation means (downtown Athens)
- Opportunity to reap professional exposure and one of their kind challenges
- Opportunities to grow both personally and professionally among outstanding experts in the field

Interested parties who meet the above requirements are encouraged to apply by 19 of October 2023 via email to hr@hfsf.gr, putting the job's reference (HOI23) in the subject line, attaching a letter explaining the reason for their application of intention together with their curriculum vitae and related references. Due to GDPR guidelines, the candidates are also required to fill the following [Consent Form](#) and include it as an attachment to their candidanship email.

All applications will be treated with full confidentiality.