



Job Description – VP/AVP (Corporate Advisory Vertical- TEV Study)

About PNB-ISL

PNB Investment Services Limited (*PNBISL*), incorporated on 2nd of February 2009, is a 100% subsidiary of **Punjab National Bank**. PNBISL is registered with SEBI as a Category- I Merchant Banker to handle all major Merchant Banking Services to Corporates, Institutional and Individual clients.

PNBISL derives strength from Punjab National Bank which is one of the largest Nationalized Bank in the country with Pan-India network.

The range of services include:-

- Merchant Banking & Issue Management
- Project Appraisal
- Corporate Advisory Services
- Loan Syndication Services
- Debt Restructuring / Debt Resolution Advisory
- Placement of Debts/Equity
- Merger & Acquisition
- Debenture Trustee
- Security Trustee

Job Responsibilities:- The role will include but not limited to the following:-

- Shall head the TEV Study Vertical and lead the team of professionals for providing entire gamut services i.e. Project Appraisal, TEV Study and LIE Services.
 - Preparation of TEV report covering following aspect
 - Technical feasibility of the project
 - Financial/commercial feasibility of the project with analysis of cost of project, Means of Finance, DSCR/IRR/Breakeven etc. ratios
 - Industry Research
- Placing before the management the progress /critical issues relating to the assignment being handled from time to time.
- Any other work relating to the company affairs as entrusted by the management from time to time.

Job Requirement:

- Should have excellent relationship with Banks, FIs, and NBFCs at various levels. Should have excellent experience in liaising with Banks, FIs, and NBFCs.
- Should have excellent communication skills and understating of Bank functioning, Bank products, Bank policies especially relating to lending, credit facilities, restructuring, resolution of stressed assets etc.
- General insight into working of various industry segments and their special needs.
- Should complete the financial model from scratch and write the assumption in the TEV report
- Should ensure successful completion of the assignment within timelines.
- Should have excellent knowledge of preparation and review of financial model and hands on experience of preparation of information memorandum, Credit Appraisal Note and any other documentation or information that may be required by lenders / investors to ensure successful deal closure.

Skills

- Strong Relationship Management & Interpersonal Skills
- Requires sound operational process knowledge of Credit appraisal, due diligence and legal documentation.
- Financial Modelling from scratch and Analysis
- Knowledge of MS Office

Qualification and Desired Experience

- B.Tech with MBA (Finance) from reputed institutes/ CA/ CFA (US).
- Post Qualification Experience: -
 - Minimum 10-15 years with at least 5 to 7 years in similar leadership role in a reputed Bank/Financial Institution or Investment Bank.
- Sector knowledge in Steel, Chemical, Power, Renewables, Roads, Transport, Infrastructure, Healthcare etc.