



Andhra Pradesh Urban Infrastructure Asset Management Limited  
4th Floor, NTR Administrative Block, Pandit Nehru Bus Station, Vijayawada - 520 013  
Website : [www.apurban.com](http://www.apurban.com)

**MANPOWER REQUIREMENT NOTIFICATION (MRN) FORM**

S.No.	Particulars	Description
1	No. of Position	One
2	Grade / Designation	Consultant – Fund Raising and Government & Infrastructure Advisory
3	Mode (Full time / Part time)	Full time
4	Post qualification experience	Relevant work experience of 2 to 4 years with good institutions/ companies
5	Reporting to	CFO
6	Salary / Fee range	At par market rate (Negotiable)
7	Background	<p><b><a href="http://www.apurban.com">www.apurban.com</a></b></p> <p>Andhra Pradesh as a progressive state is at the forefront of inclusive, transformative and sustainable development. Government of Andhra Pradesh (GoAP) is leading the charge by focusing on innovative ideas to metamorphose the business and financial environment of the State that will lead to sustainable and comprehensive development and economic growth and thereby also enhance the revenue sources for the State. To implement these projects and ideas, an energetic team with zeal to make an impact is being created.</p> <p>Andhra Pradesh Urban Infrastructure Asset Management Limited (APUIAML) is a joint venture company of Govt. of Andhra Pradesh with the objective of developing, financing and managing infrastructure projects across the State of AP.</p> <p>APUIAML with a strong on the ground competent team is delivering integrated project development, fund raising and project implementation as well as capacity building of the project companies, an end-to-end value proposition for the State and all stakeholders. The Company is driving various urban initiatives including PPP, Smart Cities, Economic Cities, urban infrastructure like recycled water, water supply, etc, urban transport and other urban development projects. APUIAML also provides strategic, transaction advisory and Government &amp; Infrastructure Advisory services to Govt on various</p>

		projects and initiatives working with various departments and agencies in the State Government.
<b>8</b>	<b>Department</b>	<p>Project Finance &amp; Strategy: The department is focused on following areas:</p> <ul style="list-style-type: none"> <li>• Structuring projects to make them commercially viable and bankable and raise long term financing for the projects, esp in the urban, infrastructure and industry space.</li> <li>• Providing Transaction Advisory services to Government agencies for undertaking projects under PPP, HAM and other structures</li> <li>• Working with Government departments to undertake special projects and assist with launch of special initiatives as part of Government &amp; Infrastructure Advisory services</li> </ul>
<b>9</b>	<b>Desirable Experience</b>	<ul style="list-style-type: none"> <li>• Experience in Government, Infrastructure, investment banking/ corporate finance industry will be preferred</li> <li>• Need to be extremely good in financial modeling, preparing reports like Information Memorandum, PPM and preparing presentations and road show materials</li> <li>• Experience in infrastructure finance, project finance and capital markets will be an advantage</li> <li>• Expert knowledge of Excel, Word and Power point presentations critical</li> <li>• Good understanding of finance and should have high analytical skills</li> <li>• Experience in PPP, project development, structuring will be good</li> <li>• Ability to independently interact with clients and manage and deliver on the engagements</li> </ul>
<b>10</b>	<b>Job Description</b>	<ul style="list-style-type: none"> <li>• To prepare financial models/ CMA/projections data for submission to Banks/Institutions/multilateral agencies</li> <li>• To ensure sound techniques of Financial Structuring including due-diligence, valuations etc.</li> <li>• Project Appraisal including financial analysis, financing strategy, project structuring.</li> <li>• Fund raising - Application of financing and fund management concepts including terms, covenants, structures, options, documentation, negotiations, market trends, etc.</li> <li>• Investment Management of various securities and assets</li> <li>• Should research, prepare analyses and submit reports as requested by management</li> </ul>

		<ul style="list-style-type: none"> <li>• Support management in business development activity, attending meetings with clients, and drafting notes, presentations and reports for potential projects.</li> <li>• Assist in preparation of Strategy and Business Plans</li> <li>• Work on PPP projects including preparation of concession agreement, RFP and running the process</li> <li>• Preparation of Analytical Reports, Presentations</li> <li>• Undertaking and supporting on special projects of Governments</li> </ul>
<b>11</b>	<b>Personal Attributes</b>	<ul style="list-style-type: none"> <li>• Meet the requirement for a commercially astute, articulate, technically strong, dynamic, insightful and influential person.</li> <li>• Good interpersonal communication skills, both written and verbal.</li> <li>• High integrity and openness combined with commitment to good governance.</li> <li>• Energetic, highly motivated, with an enquiring mind and passion for excellence and innovation in pursuit of business growth and success</li> <li>• Should be a team player</li> <li>• Should have good problem solving skills</li> <li>• Relationship management skills, both internal and external</li> </ul>
<b>12</b>	<b>Academic / Professional Qualifications:</b>	Chartered Accountant or CFA or MBA (Finance)
<b>13</b>	<b>Other expectations</b>	Late sitting depending on urgency of work to be done / meeting delivery timelines & travelling on need basis
<b>14</b>	<b>Gender specific, if any</b>	Neutral
<b>15</b>	<b>Location</b>	Vijayawada