

JOB DESCRIPTION

Job Title:	Senior Consultant: Investment Analysis (Mining and Adjacent sectors)	Department:	Investment & New Ventures
Employee Name:		Division:	Investment Development & Analysis
Job Category:	Supervisory	Job Grade	
Travel Required:	Yes	Position Type:	Permanent
Location:	Windhoek	Subordinates:	No
Immediate Supervisor	Senior Manager: Investment Development & Analysis		

Role Purpose:

The purpose of the Investment Development & Analysis Division is to maximise the number of potential investment opportunities (investment enquiries, connections, leads, opportunities and projects), ensure all opportunities are channelled correctly in the organisation and result in realised investment and reinvestment in Namibia. The Division is also responsible for providing specialist advice and support to investors and NIPDB teams in the delivery of projects and for developing investment projects in various priority sectors.

The purpose of the role of Senior Consultant: Investment Analysis (Mining and Adjacent Sector), is to ensure that this function is optimally accomplished, both as a team member of the Investment Development & Analysis team and to integrate the output from the team and subject specialists into appropriate workstreams. The Senior Consultant will be responsible for providing and coordinating opportunity and project development support to the rest of the Investment & New Ventures Department as well to high potential opportunities and projects, specifically in regards to the mining and value addition activities in the metals and minerals sectors across the Namibian economy.

The Senior Consultant will provide expert advice and insights on the mining and adjacent economic sectors to a wide range of stakeholders, including investors, internal NIPDB teams and other OMA's and peers.

As an sectoral expert and analyst, the output from the role will be used to develop strategic mining propositions, sub-sectoral strategies (e.g. on CRM's) and related value addition specific to the mining industry.

The Senior Analyst will support investors and project developers by finding solutions for challenges in the sector affecting both investor projects, sectoral development, affordability and feasibility. The output from this role will play a role coordinating the development of exploration, mining and wider value addition projects by advising, promoting and developing specific investor projects.

Role and Responsibilities:

Enquiry Handling: Analysts should, as directed:

- Be an important point of contact for potential investors and serve as a node of entry and referral within the organisation once an enquirer has been allocated to them.
- Alongside the Senior Manager, act as the gatekeepers of the private sector pipeline of prospective investments, with a focus on projects in the mining and related sectors.
- Correspond or meet with potential investors/enquirers to obtain enough information to handle or refer the inquiry.
- Determine which team within NIPDB has the mandate to further assist the enquirer and successfully hand the relationship and enquiry over.

Investment Analysis: Investment Analysts should, as directed:

- Analyse potential investments to determine both the feasibility and attractiveness thereof.
- Assist the lead development teams with technical data to develop feasible and attractive leads.
- Integrate market and subject specialist input into analysis output, sectoral development plans and selected projects.
- Contribute towards the definitions of feasibility and attractiveness.
- Support project development from enquiry to lead stage by facilitating and supporting visiting delegations.

Investment Pipeline Conversion Support and Monitoring: The Investment Analysts will:

- Report key statistics about the enquiries they handle and pass into the pipeline, especially concerning pre-lead conversion rates to the Senior Manager;
- Will handle and manage and prospects and pre-leads in accordance with set standard operating procedures and systems; and
- Be the connector of investments between the Attraction Team and the Facilitation Team/Investor Services Department for allocated enquiries and investments.

Investment Development: To contribute towards increasing the feasibility and attractiveness of potential investments, Investment Analysts should, as directed:

- Advise potential investors about actions that can be taken to improve their potential investments.
- Connect potential Namibian and international partners to investors or project developers.
- Collaborate with the Public Investment team to facilitate and coordinate the packaging and preparation of public investments as and when required.
- Collaborate with the private sector to facilitate sectoral development.
- Identify constraints across sectors being dealt with.
- Engage with the public and private sector leads to resolving identified constraints.
- Collaborate with the Research & Development team to ensure solutions to constraints identified during this process.
- Support Government efforts in developing priority sub-sectors.
- Develop propositions and package investment projects for promotion

Research and Policy Initiatives: To support and proactively contribute through research and inputs to the NIPDB's and the wider Government mining and value addition priorities:

- Remain fully informed about domestic and regional economic developments and associated policy areas. Be able to contribute to the NIPDB agenda and where representing the Board on various fora, to make impactful contributions.
- Be able to research, develop and contribute to solving challenges in existing and emerging mining and value addition sub-sectors, both practically and on policy level.
- To take part in and actively contribute in discussions that support deliverables for inter-Ministerial platforms, programmes and initiatives on behalf of the Board as directed.
- Conduct research projects and discover best practices as required with the view of fulfilling obligations on behalf of the Board.

Solution Development and Management: Investment Analysts will be also responsible for solution finding and problem-solving on behalf of investors. This function will include:

- Providing insight and advising investors on complex delivery and sectoral constraints that are prohibiting investment.
- Managing and directing the activities and inputs of external consultants and advisors, in-house sectoral specialists and other NIPDB colleagues to contribute towards solution development for investors.
- Support investors to find workable solutions to constraints, problems and sectoral issues by working with relevant public and private sector stakeholders.
- Advise other NIPDB teams on constraint elimination, providing investor projects solutions and

creating sectoral challenge awareness amongst colleagues.

- Supporting prospective investors in accessing and securing affordable, sustainable factors of production for industrial and commercial projects.
- Liaising with and co-ordinating key OMA stakeholders to develop project specific solutions.
- Supporting and providing detailed availability data on factors of production to support investor and Government business cases to provide sectoral support and incentives.
- Working proactively with prospectors and value addition projects to support investors and project owners to arrive at feasible solutions.

Promote Prospecting, Exploration, Mining (Extraction) & Value Addition Activities: To support the Investment and New Ventures Department and the Senior Manager: Investment Development & Analysis to promote the sector by:

- Highlighting and providing information about key opportunities in the broader mining ecosystem available to project developers and investors.
- By co-developing mining project propositions with the relevant OMA's and regulators that are accurate, compliant and ready for promotion by the relevant team members in NIPDB.
- By co-developing and creating identifiable routes to entry markets that are manageable, consistent and compliant with current regulation for investors and project-developers.
- By developing in collaboration with OMA's, country partners, developers and investors, practical plans to implement and extract as much value as possible from the strategic Government agreements, trade agreements or other strategic documents. For example the EU-Namibia memorandum of understanding (MoU) on Green Hydrogen and Critical Raw Materials.

Support and Promote Opportunities for Small-Scale Miners and Claimholders: To support emerging miners and to maximise the opportunity, in particular Namibian Small-Scale Miners and Claimholders:

- By supporting and facilitating partner and investor introductions;
- By identifying ecosystem constraints that hinders Small-Scale Miners and Claimholders to benefit from their investment fully;
- By working with relevant OMA's and NIPDB colleagues to develop solutions to ecosystem constraints; and
- Create opportunities through propositions, market access, partnerships and in-country value addition for such Namibian owners.

Focus on the Future of Industrialisation: To support and contribute towards strategic and relevant mining projects; support and drive the development of key value addition-project initiatives for metal and mineral groups:

- In collaboration with the Investment Facilitation Office (IFO), analyse and monitor the state of potential private sector pipeline projects relevant to this role.
- Provide relevant sector-related information, analysis and inputs to aiding the development of investment opportunities and projects or sectors which are relevant to the role.
- Liaise, cooperate and collaborate with relevant OMA's and other partners in the identification of potential strategic projects that will aid Namibia's strategic position in the region and internationally.
- Contribute towards developing feasible and attractive mining and value addition opportunities available to the open market.
- Advise other OMA's on the development of sectoral strategy and drive coordination between various sectors and sub-sectors and commercial imperatives.
- Collaborate with Investment and New Ventures Department colleagues to create sustainable sub-sectoral opportunities.
- Translate wholesale market and policy changes into strategic opportunities for Namibia.
- Will be the NIPDB driver and focal point for mineral value addition, processing and refinery.
- Work with Energy colleagues to drive Namibia's ambitions as sustainable energy capital of Africa especially in as it relates to increased investment in energy consuming activities surrounding

mineral beneficiation.

Perform other functions as may be assigned from time to time

Qualification and Experience Requirements

- A Bachelor’s Degree related to the Mining industry Engineering, Engineering Management or similar.
- Master’s Degree in Mining, Geology, Engineering, Business Management or Economics or any area of the mining or metals and minerals value addition sector.
- Basic statistical modelling will be necessary to be successful in this role.
- Strong knowledge and understanding of key business fundamentals.
- Strong knowledge and understanding of key national and economic development fundamentals.
- Proven understanding of Namibia’s mining sector and the possibilities to process metals and minerals.
- A very strong understanding of industrialisation, sustainability and renewable resources is non-negotiable.
- Proven analytical and mathematical ability.
- Proven ability to meet with and understand stakeholder needs.
- Be able to meet short and rigid deadlines.
- Proven, relevant policy exposure with at least 2 years experience.
- A minimum of 5 years of experience in a relevant or related sector.
- Experience or extensive knowledge in as many topics in the sector as will be favourably considered.

Preferred Skills

- Ability to broadly assess and understand any mining projects and be able to constructively engage with investors and stakeholders.
- Ability to see how any mining project can fit into Namibia’s mining ecosystem.
- Ability to promote a mining opportunity or solution to a potential investor or stakeholder.
- Innovative problem solving skills.
- Exceptional verbal and written communication skills.
- Excellent interpersonal skills.
- Strong project management and time management skills, including managing multiple concurrent tasks and complex assignments.
- Ethical conduct and high integrity.
- A good understanding of data privacy and confidentiality standards.
- Superior ability to establish and maintain positive working relationships with key stakeholders and investors.

Internal/External Stakeholders:

All internal staff members and stakeholders are in line with the responsibilities of the role.

Reviewed By (HR):		Date:	
Approved By (Line Manager):		Date:	
Incumbent Signature:		Date:	