

JOB DESCRIPTION

Job Title: Associate – Transaction Advisory (Public & Private Sector)

Location: Nairobi, Kenya

Employment Type: Full-Time

About Rock Investment Bank

Rock Investment Bank is established to meet the growing demand for sophisticated, transparent and well-governed investment banking services in Kenya and the broader Pan - African region. Our founding vision is to create an institution that combines world-class investment banking expertise with local market insight, providing clients with tailored financial solutions that shape African capital markets and deliver measurable results.

As a licensed and CMA-regulated investment bank, our operations are anchored in strict compliance, fiduciary responsibility and operational excellence. These principles underpin every engagement, ensuring that our clients receive advice and solutions that are transparent, ethical and aligned with long-term objectives.

Job Summary

The Associate supports the origination, analysis, structuring and execution of transactions across Public-Private Partnerships (PPP), corporate finance (non-PPP), pension fund advisory and general investment banking mandates. The role is execution-focused and suited to a professional with strong analytical capability, financial modelling skills and the ability to support multiple live engagements while working closely with senior team members on deal delivery.

Key Responsibilities

1. Deal Origination & Business Development

- Support sector research, market mapping and opportunity screening across infrastructure, financial services, real estate and other sectors.
- Assist in preparation of pitch books, proposals and client presentation materials.
- Support maintenance of pipeline trackers, opportunity updates and internal origination reports.
- Contribute to preparation of market insights and client-specific analysis to support business development efforts.

2. Transaction Structuring & Execution

- Build and update financial models, valuation analyses and scenario assessments across corporate finance, infrastructure and advisory mandates.
- Support development of transaction structures, including debt, equity and blended finance solutions.
- Prepare financial analysis, investment memoranda, information packs, presentations and other transaction documents.
- Support due diligence processes by coordinating information requests, reviewing data rooms and analysing financial, operational and regulatory information.
- Assist senior team members in transaction workstreams through to key approval and execution stages.

3. PPP and Infrastructure Advisory

- Support feasibility studies, financial analysis and project preparation assignments.
- Assist in development of financial models for infrastructure and project finance transactions.
- Support procurement-related analysis, bid evaluation and financial assessments where required.
- Assist in stakeholder coordination across public sector entities, investors, lenders and development partners.

4. Pension Fund and Institutional Advisory

- Support analysis for pension fund and institutional investment mandates.
- Assist with asset allocation reviews, investment evaluations and portfolio modelling.
- Contribute to preparation of investment committee materials, research notes and advisory reports.
- Support evaluation of alternative investment opportunities including infrastructure, private equity and real estate.

5. Client and Stakeholder Support

- Participate in client meetings, workshops and internal deal discussions.
- Prepare meeting materials, minutes, action trackers and follow-up analysis.
- Build effective working relationships with clients, advisors and internal teams during

6. Client and Stakeholder Support

- Deliver high-quality outputs in line with firm standards and timelines.
- Work collaboratively with analysts, associates and senior bankers across multiple mandates.
- Demonstrate accountability, attention to detail and willingness to learn in a fast-paced environment.

7. Thought Leadership & Strategic Insights

- Prepare sector briefs, white papers, position notes and thought leadership publications on infrastructure, energy, public-private collaboration and investment trends.
- Translate complex market developments into clear, actionable insights for internal teams, clients and broader market audiences.
- Represent the Bank through investment commentary, industry forums, client engagements and media interactions, as appropriate.
- Collaborate with PR and marketing team to shape content strategy, ensuring alignment between technical depth, accessibility and brand positioning.

Required Qualifications & Experience:

- Bachelor's degree in Finance, Accounting, Economics, or a related field; professional certifications (CFA, CIFA, FMVA) are an advantage.
- 5– 6 years' progressive experience in investment banking, corporate finance, transaction advisory, or public sector consulting.
- Demonstrated ability to structure, analyze and execute investment transactions across private and/or public sectors.
- Excellent financial modeling, valuation and negotiation skills.
- Experience dealing with private equity funds, corporates, financial institutions, ministries, regulators, DFIs or government-linked entities.
- Proven ability to build and review complex financial models and valuations.
- Strong report writing, analytical and negotiation skills.

Competencies & Attributes:

- Strong analytical and problem-solving skills.
- High attention to detail and quality of output.
- Ability to manage multiple deadlines under pressure.
- Strong written and verbal communication skills.
- Structured thinking and willingness to take ownership of work.
- Collaborative mindset and strong professional work ethic.

How to Apply:

If this opportunity aligns with your skills and career aspirations, we would be delighted to receive your application. Please send your CV to recruitment@rib.co.ke by 18th Sept 2026