



## GreenCape Job Opportunity

### Senior Analyst: Green Finance

#### About GreenCape

GreenCape is a non-profit organisation that supports the development of the green economy – one that is low carbon, resource efficient and socially inclusive. We assist green technology businesses and investors focusing on green technologies and services to remove barriers to investment and growth.

#### Our Ambition

GreenCape's five-year strategy aims to be globally relevant in driving the uptake of green economy infrastructure solutions in the developing world context. As such, GreenCape is expecting to double in size in the next five years. For more details on GreenCape, visit [www.greencape.co.za](http://www.greencape.co.za)

#### The Green Finance Programme

The Green Finance Programme primarily looks to unlock and scale green finance by bridging the gap between supply and demand; through long-term partnerships and knowledge enhancement. The programme works across all sectors at GreenCape and its objectives include facilitating the advancement of knowledge and networks in the green finance sector; directing industry support to low-carbon projects and companies and further developing 'investment ready' pipeline; developing innovative financing mechanisms and contextualising it to the South African landscape to scale green finance; and bridging the gap between demand for finance in the green economy and the supply of green finance.

The Green Finance team engages with a wide range of projects in the green economy sectors in South Africa, including the sectors actively supported by GreenCape – namely renewable energy, water & wastewater, agriculture and circular economy. The key pillars of the Green Finance team are:

- Building knowledge through market research and data collection
- Disseminating data, knowledge and outputs
- Supporting sustainable / green finance projects
- Advancing sustainable / green market by facilitating green economy growth.

GreenCape invites suitably qualified candidates to apply for a Senior Analyst role within the Green Finance team. This role will provide technical and financial skills to the Green Finance team. **The candidate must have a passion for the South African green economy and desire to lead and influence strategic interventions toward accelerating investments and finance in the green economy.**

#### GreenCape Sector Development Agency

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Company Registration No. 2012/039750/08

Refer to the GreenCape website for director details

## Job Details

Job Title	Senior Analyst: Green Finance
Qualification / Education	<ul style="list-style-type: none"> <li>Postgraduate degree, masters preferred in relevant field (i.e. Finance, Economics, Commerce, Development Finance, Business Management)</li> </ul>
Knowledge and Experience	<ul style="list-style-type: none"> <li>4+ years relevant experience</li> <li>Financial modelling, business case development, financial feasibility, commercial due diligence, financial structuring (relevance to infrastructure an advantage)</li> <li>Existing network within the finance, infrastructure and / or green economy sectors</li> <li>Strong project management skills (including budgeting, planning, management of external service providers, external stakeholders &amp; internal team members)</li> <li>Proven track record of raising, structuring funding or finance an advantage</li> <li>Implementation experience in developing infrastructure projects (public sector experience an advantage)</li> <li>Knowledge of impact metrics and risk frameworks (SDGs, SDG indicators, ESG, Equator Principles, IFC's Performance Standards)</li> <li>Participate in or lead meetings and designing / leading workshops, and interact with government, green economy and finance sector stakeholders.</li> </ul>
Competencies and Skills	<ul style="list-style-type: none"> <li>Have strong communication skills (written and verbal), with confidence in both formal and informal public speaking engagements.</li> <li>Ability to lead, direct and influence external stakeholders an advantage</li> <li>Be able to confidently initiate and foster productive, professional relationships with many stakeholders, including business, funders and government.</li> <li>Possess problem-solving skills and an ability to identify, understand and define interventions to drive and grow markets.</li> <li>Proactivity, taking initiative and confidence in own initiatives</li> <li>Independent thinking and ability to assimilate variety of ideas / inputs / data from colleagues and external stakeholders or data sources.</li> <li>Strong analytical skills.</li> <li>High level of professionalism</li> </ul>
Remuneration	<ul style="list-style-type: none"> <li>Basic salary including contribution to medical aid benefit</li> </ul>
Location	<ul style="list-style-type: none"> <li>Cape Town CBD, with willingness to travel across South Africa</li> </ul>
Term	<ul style="list-style-type: none"> <li>Permanent</li> </ul>

## Job Description

This role will focus on building GreenCape's technical expertise in green and sustainable finance. The candidate will have an opportunity to influence the direction of South Africa's future green / sustainable finance landscape, and support innovative initiatives that accelerate finance and investments in green and sustainable projects and businesses.

This role will have an emphasis on supporting green / sustainable infrastructure projects in the **public sector**. Furthermore, there is an emphasis on projects that provide **adaptation / resilience to climate change**. The role will include the following:

- suitable green / sustainable investment pipeline identification
- pipeline development and preparation (managing feasibility to bankability studies)
- funder and financier matching (including raising grant funding for project preparation)
- designing and implementing innovative financing mechanisms to accelerate transaction volume towards green / sustainable investments and projects
- policy and regulatory design / input towards supporting green / sustainable investments

## Role framework

Focus Area	Description of Duties (What)	Performance Standard (How)
Technical Expertise	<ul style="list-style-type: none"> <li>• Senior technical lead</li> <li>• Support the team in suitable analysis, financial modelling, problem solving</li> <li>• Engage key stakeholders (national government, provincial government, local government, financial and investment sector) on appropriate interventions to grow investment in green economy sectors</li> <li>• Promote market opportunities through the development of viable business case, financial feasibilities, developing bankable projects</li> <li>• Develop, analyse, measure and report on impact indicators (climate / green) and risk frameworks (ESG etc.)</li> </ul>	<ul style="list-style-type: none"> <li>• Critically analyse investment opportunities and match with potential and existing funding base – private and public sector.</li> <li>• Apply knowledge of impact indicators and risk frameworks to relevant projects.</li> <li>• Build rapport and credibility with funders.</li> </ul>
Project Delivery, Support & Reporting	<ul style="list-style-type: none"> <li>• Provide input to sector strategy</li> <li>• Expert input into day-to-day strategic decision making for programme in support of project managers</li> <li>• Contributing and leading relevant sector projects, including research reference groups</li> <li>• Quality control on other programme deliverables as required (especially with regard to technical aspects)</li> <li>• Project manage both internal and external projects and resources</li> <li>• Excellent report writing skills with high attention to detail.</li> </ul>	<ul style="list-style-type: none"> <li>• Achievement of project milestones</li> <li>• Coaching and mentoring of junior staff</li> <li>• Reporting to funders / clients (written, verbal and presentations)</li> </ul>
Stakeholder Engagements	<ul style="list-style-type: none"> <li>• Building and maintaining key relationships across the value chain</li> <li>• Understanding and identifying opportunities together with stakeholders to break barriers to investments</li> <li>• Provide objective market insights</li> <li>• Engaging stakeholders on appropriate interventions to improve financial resilience.</li> </ul>	<ul style="list-style-type: none"> <li>• Meet with industry stakeholders (government officials, financial sector, DFIs, multilaterals)</li> <li>• Funding opportunity identification and support regarding new business opportunity/area identification</li> <li>• Participate and coordinate industry events and government forums</li> <li>• Network generation yielding ease of obtaining key market insights</li> </ul>

**The following will be an advantage:**

- In addition to English, fluency in Afrikaans, isiXhosa or isiZulu.
- Proven track record of securing repeat funding
- Infrastructure relevant experience
- Strong understanding of adaptation / resilience to climate change
- An existing network of key stakeholders in the energy sector (such as financiers, government, technology providers, consultants, NGOs and academia).

**Application details**

**Applications must include:**

- A well-written letter of motivation indicating what motivates the candidate to apply for the role:
  - What the candidate feels he/she brings to the role that would make him/her a preferred candidate;
  - An indication of current salary and salary expectations;
  - An indication of when the candidate would be available to commence work;
  - Please also note how the candidate became aware of the job opportunity.
- A detailed CV
- Copies of academic transcripts
- Proof of eligibility to work in South Africa (copy of SA ID or Valid work permit)

**You can complete the application form by accessing this link (you can copy and paste the link into your browser as well):** <https://forms.gle/P9jVRx3h73GgbVsP8>

Queries can be submitted via email to Human Resources at [jobs@green-cape.co.za](mailto:jobs@green-cape.co.za).

Only candidates who are shortlisted for interviews will be contacted. We will be interviewing candidates as applications are received and reserve the right to make an appointment prior to the closing date or extend the closing date should a suitable candidate not be found. The closing date for applications is **31 July 2025**. Should you not hear back from the company by **31 August 2025**, please consider your application unsuccessful.

**Note that GreenCape gives preference to suitably qualified internal candidates first and reserves the right to not appoint to positions and to change the role in response to applicant abilities and interests. Preference will be given to designated groups and people with disabilities. All appointments will be done factoring in our Employment Equity Plan.**