



Technical University of Mombasa Enterprises Limited (TUMEL)

JOB VACANCY

Technical University of Mombasa Enterprises Limited (TUMEL) seeks to hire highly competent and qualified personnel to fill the following vacancy within its staff establishment.

S/N	Position	Vacancy No.	No. of Posts
1	Investment Advisor	TUMEL/HR&ADM/IA/01/12/2025	1

JOB DESCRIPTION

Job Title: Investment Advisor, EDIC/MIC Investment Delivery Unit

Reporting to: EDIC and MIC Leadership

Host Institution: Technical University of Mombasa (TUM)

Location: Mombasa, Kenya

Duration: 12-month fixed-term contract (renewable)

ABOUT THE INITIATIVE

The Economic Development and Investment Council (EDIC) Pwani Kenya and the Mombasa Investment Corporation (MIC) are leading an ambitious effort to catalyze private investment and job creation in Mombasa County. In partnership with the Technical University of Mombasa (TUM), we are establishing a dedicated "Investment Delivery Unit" to bridge the gap between public-sector goals and private-sector execution. This unit will provide critical technical capacity to move priority projects from concept to bankability and address systemic investment barriers.

ROLE OVERVIEW

As the **Investment Advisor**, you will be the lead transaction and finance expert for this new Delivery Unit. Your primary objective is to build and manage a pipeline of bankable projects, provide hands-on financial and transaction advisory support, and lead investor engagement to catalyze finance into Mombasa's priority sectors, including the **blue economy, tourism, infrastructure, manufacturing, and the circular economy**.

KEY RESPONSIBILITIES

- **Pipeline Development & Prioritization:**
 - Source, screen, and prioritize a pipeline of public, private, and Public-Private Partnership (PPP) projects, aligning with Mombasa's economic development and job creation goals.
 - Conduct rapid pre-feasibility analysis to vet projects and identify high-potential opportunities.



▪ **Project Preparation & Transaction Advisory:**

- Provide hands-on support to project sponsors (public and private) to move opportunities from "**concept to bankable.**"
- Lead the development of robust financial models, pre-feasibility studies, commercial structuring options, and risk allocation matrices.
- Support the technical work on priority projects already in the EDIC pipeline (e.g., Water Transport, Convention Bureau, Common User Facilities).

▪ **Investor Materials & Marketing:**

- Lead the creation of high-quality, investment-grade materials, including project information memoranda (PIMs), investor prospectuses, financial models, and data rooms.

▪ **Investor & Funder Engagement:**

- Build and actively manage a network of investors, including Development Finance Institutions (DFIs), domestic banks, private equity funds, and impact investors.
- Match pipeline projects to appropriate capital providers and manage relationships, leading initial "roadshow" conversations.

▪ **Strategic Linkages:**

- Work in close partnership with the Policy Advisor to identify how financial structuring and project bankability are hindered by specific policy or regulatory gaps, providing real-world examples to support reform.

KEY PERFORMANCE INDICATORS:

The Investment Advisor will be evaluated against specific outputs with success in this role defined by achieving the following targets within the 2025-2026 period:

- **Pipeline Generation:** Develop and advance a minimum of 4 investment-grade project concept notes.
- **Feasibility Advancement:** Shortlist and progress at least 2 priority projects to the full feasibility or pre-feasibility stage.
- **Financial Closure:** Achieve financial closure (signed investment agreements) for at least 1 pipeline project.
- **Capital Mobilization:** Secure a minimum of USD \$5 Million in committed capital (evidenced by LoIs, Term Sheets, or Investment Agreements) for pipeline projects.

CANDIDATE PROFILE

- **Experience:** Minimum 7-10 years of experience in **investment banking, corporate finance, infrastructure/project finance, or transaction advisory.**



- **Track Record:** Proven track record of developing investment-grade documentation (especially financial models, pitch decks, PIMs) and successfully managing capital-raising or M&A processes.
- **Technical Skills:** Deep familiarity with blended finance, PPP structures, and financial structuring in emerging markets, preferably in East Africa.
- **Sector Expertise:** Experience in one or more of Mombasa's priority sectors is a major asset (Blue Economy, Tourism & Hospitality, Infrastructure, Logistics, or Manufacturing).
- **Stakeholder Management:** Strong relationship-building skills and ability to work with diverse senior stakeholders (public and private).
- **Education:** Advanced degree in Finance, Economics, Business Administration, or a related discipline. A CFA charter is a strong plus.

SALARY:

Remuneration will be competitive based on past salary history and experience.

NOTE:

Only shortlisted and successful candidates shall be contacted. Any form of canvassing, either directly or indirectly, shall lead to automatic disqualification.

HOW TO APPLY

Application letters accompanied by copies of a National Identity Card, a CV, relevant certificates, and testimonials may be submitted in soft copy to email: applications@tumel.co.ke or in hard copy and submitted to the office of the **Human Resource and Administrative Officer not later than 19th December, 2025 by 4:00 pm.**

The Application should be addressed to:

The Managing Director

Technical University of Mombasa Enterprises Limited (TUMEL)
P.O BOX 90420 – 80100
Mombasa.

TUMEL is an equal opportunity employer and is committed to diversity and gender equality. Women, marginalized and minority groups are encouraged to apply.

