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**CrystalPoint  
Partners**

**Registered Office:**  
CrystalPoint Transitional Holding (BVI) Ltd.  
c/o Trident Trust Company (BVI) Ltd.  
Trident Chambers, P.O.Box 146  
Road Town, Tortola  
British Virgin Island

**Business Address:**  
CrystalPoint Partners  
Boulevard Plaza, Tower 2  
Floor 23, P.O. Box 124342  
Downtown, Dubai  
United Arab Emirates

## **Director, Structured Finance**

### **August 2016**

**About CrystalPoint:** CrystalPoint Partners is a private investment firm, specializing in esoteric, special situation and alternative investment.

Current Portfolio includes investments in real assets (development stage mining + power projects), investments in insurance based securitization and venture capital investments in development stage science and technology ventures.

CrystalPoint is an aggressive investor in terms of its uptake of risk. However, its means are limited to modestly sized investments. As such, CPP is focused on opportunities where risk is concentrated, and where the rewards are large.

Consequently, CPP holds a number of high-value, illiquid positions that will reach liquidity or maturity over time, dependent on the underlying nature of the transaction.

As such, CrystalPoint is consistently engaged in developing its balance sheet, specifically to improve its access to cash in order to expand its investment capability. CrystalPoint employs a number of means to achieve this:

- Plain and/or structured debt secured by CrystalPoint assets
- Structured finance instruments around current CrystalPoint assets
- Structured finance instruments around hybrid positions

**The Role:** The Director, Structured Finance (“DSF”) is a functional role with current primary reporting to the Managing Director, and eventual reporting to the Chief Financial Officer.

The DSF will have joint responsibility with the Managing Director to develop and implement financing Solutions to improve the balance sheet of CrystalPoint Partners.

**Principal Duties:** Development of Structured Products: The DSF, in conjunction with the MD, will conceptualize and develop novel structured products. The DSF will have primary responsibility for the full technical, financial and legal validation and implementation of such products. The DSF will work with external partners to complete each product.

Development of Asset Based Structured Financing Solutions: The DSF, in conjunction with the MD, will conceptualize and develop novel, as well as conventional asset based financing solutions against CPP's existing and growing asset base. The DSF will have primary responsibility for the full technical, financial and legal validation and implementation of such solutions. The DSF will work with external partners to complete such solutions.

Distribution / Fundraising: The DSF, in conjunction with CPP's senior management team, will have responsibility for the distribution and placement of internally structured products, and for the funding of internally developed structured financing solutions.

**Applicant  
Background:**

The specific skills and requirements we are looking for in relation to this position are as follows:

- The applicant will have 10+ years of experience working in a corporate finance function, with a focus on structured finance and/or structured products in a top-tier investment bank or investment company.
- The applicant will have deep experience in the development and execution of Structured Finance solutions for external clients or an internal/captive balance sheet.
- The applicant will have experience in the development, execution and successful placement of Structured Products.
- The applicant will possess current relationships with structuring groups of leading international and regional investment banks, and relationships with pools of buyers of structured products.
- The applicant will have experience in fundraising from institutional investors, government entities and strategic corporate investors

**Personal  
Attributes:**

To ensure the best possible professional, cultural and personal fit we are looking for an individual with the following characteristics

- **Entrepreneurial:** You must possess a high degree of initiative, and be innovative, resourceful and results-orientated.
- **Practical Creativity:** You must have the ability to develop financing solutions that are both novel and non-obvious, while being practicable in the real world.
- **Strong interpersonal skills:** You must have the ability to effectively communicate and collaborate at all levels of the organization, and in an international environment.
- **Detail oriented:** You must have a true disposition and keen eye for detail, and be able to translate overall company strategy down to detailed processes, policies, and actions, and further, you must be able to communicate the details to a high level audience.

**Remuneration:**

A comprehensive package with robust cash salary and a generous performance based incentives.

**Contact:**

If this is of interest please contact us for an initial informal discussion:

[jobs@crystalpointpartners.com](mailto:jobs@crystalpointpartners.com)