

Job title	Consulting Services Specialist: Supply Chain Finance
Reporting to	Head: Consulting Services, Supply Chain Finance
Location	Cape Town / Remote

Overview

Addendum provides financial technology solutions to companies and funders and aims to become the benchmark for best execution in our targeted markets.

Addendum's global award-winning supply chain finance programmes have helped customers unlock billions of dollars in working capital, strengthening supply chains, and improving supplier relationships. Across the continent, Addendum is the partner of choice for African banks and companies.

Role Description

The successful candidate will contribute to Addendum's revenue and can work within a team that forms the tip of the spear in a global award-winning business.

Daily functions include assisting the head of consulting services with supplier, buyer and funder interactions, negotiations, presentations, strategic tasks, and reporting.

The role reports to Head: Consulting Services, Supply Chain Finance

Objectives & Responsibilities

Objectives

- Contribute to Addendum's revenue by increasing new supplier uptake in SCF programmes.
- Develop and implement commercial strategies for client's procurement and auxiliary teams
- Monitor the commercial value and input of supply chain finance programmes via direct engagement with key client stakeholders and Steering Committees.

Core Responsibilities

- *Prospective & Existing Clients*
 - Assist the head of consulting services to schedule key meetings with CFO's, procurement directors, treasurers, etc. to explain the benefits of supply chain finance
 - Build relationships with new Addendum clients
 - Identify cross-selling opportunities
 - Assist SCF clients with queries and resolve issues
 - Assist with the implementation and monitoring of successful supply chain finance programmes
 - Partake in strategic meetings and advise key client stakeholders
 - Become an expert in the supply chain finance field
 - Learn the necessary skills to eventually participate and lead client portfolios
- *General*
 - Assist with the reporting for internal and external stakeholders
 - Liaise with funders (banks + non-banks) to identify opportunities and expand on existing supply chain finance programmes

Competencies & Requirements

- Good interpersonal skills
- Ability to present (written and verbal), negotiate, and persuade C-suite representatives
- Highly motivated, driven and the ability to work independently
- Communicate complex concepts in a clear and concise manner
- Ability to build trust and sound relationships with clients
- Team player and seamlessly fit into a high performing team
- Good understanding of finance and accounting principles
- Proficient in MS Word, PowerPoint, Excel, and Teams
- Detail oriented and business acumen. Ability to extract value and propose strategies from large data sets.

Work Experience

- 5+ years of experience in the banking, fintech or consulting sectors
- University degree (ideally in commerce/finance or related disciplines such as accounting/mathematics)

What You Can Expect

- Be part of a global award-winning business
- Be part of a growing company and realise personal growth
- 24 paid annual leave days per annum
- Flexible working environment

Remuneration

- Negotiable based on experience and skillset

Due date for submissions.

- Friday 16 February

Email your CV and cover letter to:

recruitment@addendum.co.za

Skills

Supply Chain Finance, Financial Services, Banking, Consulting, Fintech, Presentation Skills, Microsoft Office, Spend Analysis, Teamwork, Communication)