

Klapton recruiting: Surety Head of Sector: Africa Leasing & Factoring

Why work at Klapton?

We're a small team of professionals that care about every member of our team. We have a unique niche market expertise in sureties, where we present select market segments with valuable insurance solutions.

Visit our website at www.klapton.com and learn more about Klapton.

Please review the job description below to find out if you have the skills necessary for this role – and if you feel passionate to join us and perform these duties:

Head of Sector: Africa Leasing & Factoring Sureties (HOSAL)

The Head of Sector: Africa Leasing & Factoring Sureties (HOSAL) is a full time employee. HOSAL can primarily be based from home but must attend the office or meet the Head of Sureties at least once a week.

HOSAL is responsible for developing, promoting and operating Klapton's surety products which are structured to provide protection to leasing and factoring funding providers.

Key Functional Areas of Responsibility

- Prepare a list of all leasing and factoring companies in the African region.
- Contact and establish relationship with the leasing and factoring companies above (The Beneficiaries).
- Explain and present the surety products, as well as take the Beneficiaries through the process from initial engagement to completion of the surety.
- Encourage the Beneficiaries to use our products.
- From the initial inquiries prepare a Summary Paper. Present the Summary Paper to Klapton's Surety Underwriting Committee (SUC) and obtain Indicative Terms and Requirements from the SUC for each deal.
- Issue Non-Binding Indication (NBI) to the Beneficiaries for each deal.
- Conduct the due diligence and investigation process required for each deal, as instructed by the Head of Sureties.

Professional Competencies

- Passion for marketing and the financial services industry
- Outstanding ability to think creatively, and identify and resolve problems
- Attention to detail and the ability to effectively multi-task in a deadline driven atmosphere



- Ability to clearly and effectively articulate thoughts and points
- High levels of integrity, autonomy, and self-motivation
- Excellent analytical, organizational, project management and time management skills

Professional Skills & Qualifications

- 2 years minimum experience in financial activity (Banking, PE, Private Offices, Analysts, Surety and Bonding) with demonstrated success
- Proficiency in MS Excel, PowerPoint, and Word
- Strong ability to develop and maintain relationships
- Experience working with CMS and building/administering content in CMS environments
- BSc/BA degree preferred

Compensation & Benefits

- The candidate will not be an employee but operate under a consultancy agreement
- Base monthly consultancy fee
- Attractive commission agreement bonus based upon completed sureties

How to Apply

To apply for this position, send an email to info@klapton.com with "HOSAL Job Application" in the subject line. In the email, make sure to include your resume (in WORD or PDF preferred), cover letter, income requirements, and any additional information you would feel relevant for this role.