

NO
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A REBEL



VACANCY

REBEL EAST AFRICA

Recruitment for a Senior Transaction Advisor

Submission deadline: 4th July 2025

REBEL

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about Rebel

We are forward-thinking strategic, financial and transaction advisors.

Rebel is an employee-owned, entrepreneurial advisory boutique founded in 2002 in the Netherlands, where we established ourselves as leaders in infrastructure transaction and financing and held an overriding goal of ensuring our work made a positive impact.

We have since spread internationally with over 300 employees in 10 locations: Rotterdam (HQ), **Nairobi**, Johannesburg, Antwerp, Dubai, Düsseldorf, London, Toronto, Washington D.C., and San Francisco, who advise on strategic, economic and financial issues across all main infrastructure sectors. Since 2015, we have leaped forward to become an active equity investor in DBFMO* projects, both from our own vehicle Rebel Valley and through EPICo**, further expanding the value and commitment we bring to clients.

We support governments and the private sector worldwide in exploring how to develop, plan, finance, and deliver infrastructure projects across a wide range of sectors. We ensure that projects are

financially viable, bankable, and resilient to the impacts of a changing climate.

Our expertise spans the entire project lifecycle of infrastructure development, including creating an enabling environment (policy, frameworks), funding and financing strategies (including development of innovative financial solutions), project and pipeline preparation, and procurement and capacity-building support.

We offer a work environment where entrepreneurship, creativity, analytical thinking, social commitment, collaboration, eagerness to learn are hallmarks. We work on a variety of projects with social relevance. Depending on the ambition and passion of the team members, they can specialize in subjects like transaction advisory, climate finance or financial sector advisory and/or in sectors like water, mobility, energy or health.

* Design, Build, Finance, Maintain and Operate (DBFMO)

** Go to <https://www.epicofund.eu> for more information on

we support clients across sectors



agriculture and food



healthcare



renewable energy



water and waste management



airports & aviation



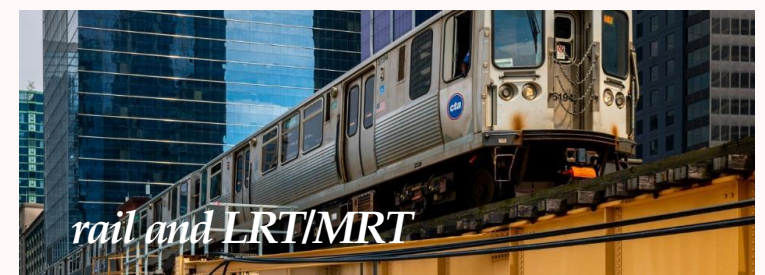
broadband



mobility & transit technology



ports & waterways



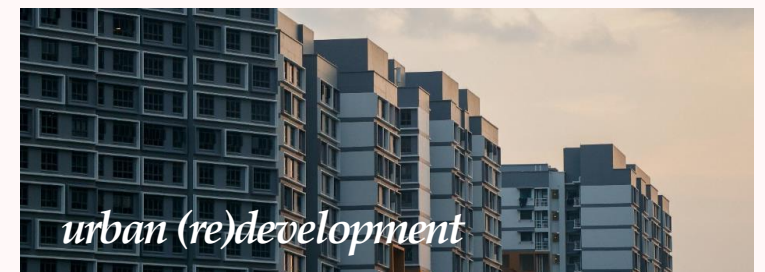
rail and LRT/MRT



roads and infrastructure



social infrastructure



urban (re)development

Introducing Rebel East Africa

Enhancing our impact in East Africa

At **Rebel**, our top priority is financial innovation and pioneering with a strong sense of responsibility towards improving African infrastructure and strengthening the financial sector. Our focus is on developing cutting-edge financial and strategic solutions that address real-world challenges for banks, DFIs and other organizations working on infrastructure development. Our **Rebel East Africa** office was established in 2018 with a vision to prioritize sectors that are crucial to the region, including climate and impact, water and sanitation, transport, renewable energy, and healthcare, among others. Our team has successfully put Rebel on the map in East Africa through our involvement in many infrastructure projects. Join us in our mission to make a positive impact in East Africa!

Some examples of our impactful transactions

- Rebel, together with its development partner is developing a privately-led initiative for the development of a bulk water supply and water treatment project to solve the challenge of insufficient water in Naivasha, for domestic and industrial water.
- We are providing transaction advisory services for the Pwani University National Teaching & Referral Hospital PPP in Kilifi.
- We are serving as the lead financial and transaction advisor for the Usahihi Nairobi-Mombasa Expressway PPP project, handling the financial and commercial activities in the project development process through commercial and financial close.
- We are developing a strategy, as the transaction advisor, to implement sustainable and financially viable green technologies, with a focus on the solarization and optimization of water pumps in Kisumu, Kenya.
- We are leading the development of a robust, investment-grade financial model to support a private client's + \$20 million equity investment in the telecom tower sector.
- We support Aqua for All in transactions with Kenyan commercial banks that lead to more private financing in the water sector.
- We are the lead financial and transaction advisor for a shipyards PPP project in Kenya.
- We worked on a privately-led initiative (unsolicited PPP) for the development of a smart energy meter production facility in collaboration with the Ministry of Energy and the Kenya Power and Lighting Company.

Joining Rebel East Africa

What it means to be a Rebel

To join Rebel is to enter a dynamic and entrepreneurial environment with inspiring colleagues. From our offices in Nairobi and as part of Rebel worldwide, you will work on initiatives in Kenya, Africa and elsewhere.

Rebel is an open organization whose core values are passion, trust and self-motivation. We encourage teamwork and sharing, innovation, entrepreneurial energy and continuous learning. Most importantly we strive to challenge convention and do what is effective and right.

What the position is about

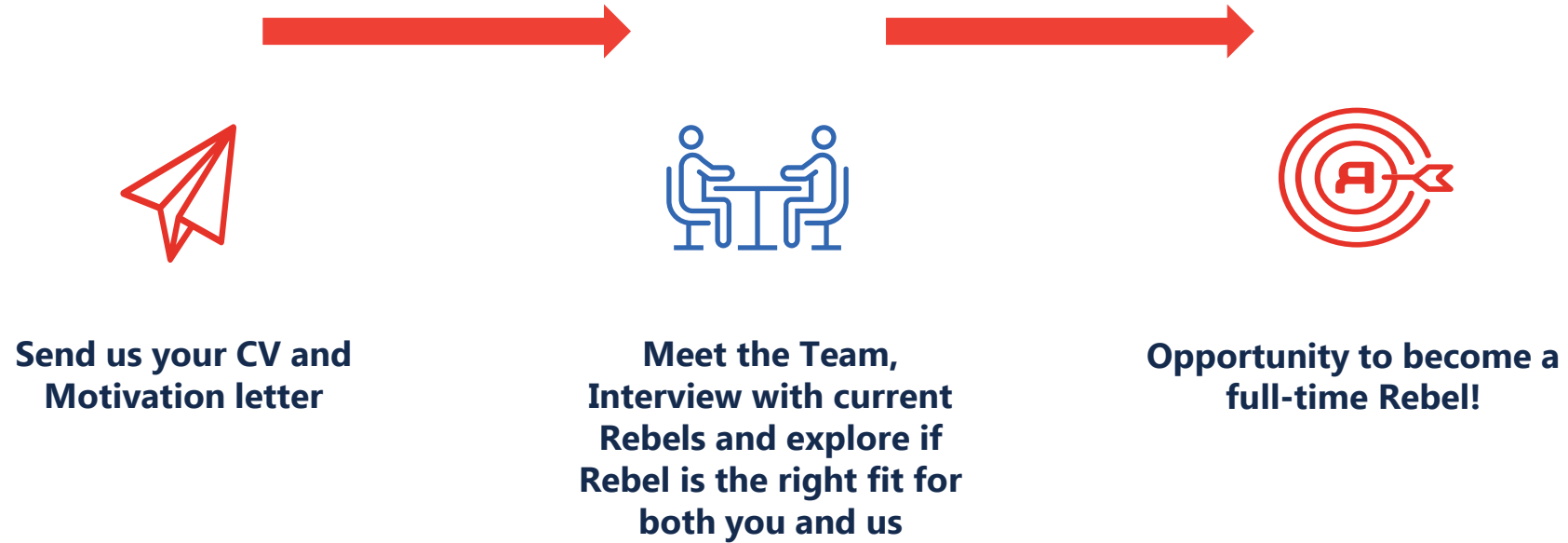
This position is for individuals with 7-10 years of relevant experience in development finance, transaction advisory or related field. You will lead and participate in consultancy assignments for a variety of public and private sector clients. You play an important role in business development. You use your network and market knowledge to come up with project opportunities in the public and private sector. You actively participate in shaping the future of the Nairobi office.

Your role will include:

- Active delivery of projects;
- Contribute to further growth of the business;
- Play a pro-active role in business development in East Africa;
- Developing proposals for new assignments;
- Assist the local and international team to conceptualize projects and provide project management support;
- Interacting with clients and Rebels in other offices.

Requirements

- You have a graduate (Master's) degree in Economics, Finance, Business Administration or similar field;
- You have experience working as a financial expert in infrastructure transactions;
- You have an instinct for business development, market trends and a solid professional network;
- You are passionate about economics, (infrastructure) finance and development in the African context;
- You have experience with financial modelling;
- You have excellent English communication and writing skills and an ability to communicate at all levels;
- You are a self-starter and comfortable working in a small team and work well in a collaborative environment and you have a dedicated approach to work;
- You are strongly value-driven, with accountability and integrity being core to your center;
- You have an ability to solve problems on the basis of conceptual thinking as well as through application of quantitative analysis;
- You are able to operate, execute and deliver projects in an autonomous working environment with open communication;
- You are interested in working at the interface between the public and the private sector;
- You are willing to travel;
- **You are a Rebel.**



- To apply send us a motivation letter with your Curriculum Vitae to Rob.Winters@rebelgroup.com and Prashiv.Shah@rebelgroup.com by **4th July 2025**
- Want to know more? <https://www.rebelgroup.com/en/offices/kenya/>
- Rebel reserves the right not to proceed with an appointment of any advertised role
- All applications will be treated confidentially

Thanks!

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Rebels in strategy & finance

Rebel East Africa

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Rebels all around the world

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London	Washington DC	San Francisco	Johannesburg	Dubai