

SPECIALISED FINANCE**GUIDE TITLE: Senior Manager, Project Finance****Position Code:** SB18**Alternative Titles:** AVP Project Finance**Main Facets of Job**

Reports to the head of project finance and may have responsibility for one specialised area of project finance such as dams, construction etc.

Involved in providing credit for large international projects and for bringing together the various parties, such as builders, engineers and buyers. Monitors the various stages of construction releasing funding as work progresses.

Secures the necessary collateral, export credit guarantees (ECGD) etc both from and for the borrower. Makes proposals to the credit committee for new projects.

Typical Staff Responsibilities

May have a small team of up to five staff, some of whom are officers, analysts etc.

Typical Experience

A graduate who may have a degree in engineering or chemical engineering. May well have spent several years in industry before moving into international finance.

Data Summary**Sample Size (Posts): 16**

	Base Pay (£)	Total Earnings (£)
Lower Quartile	86,930	88,800
Median	92,500	105,570
Upper Quartile	110,630	127,100
Average	97,894	107,577
Average Bonus	16.5%	
Median Bonus	21.3%	
Scope:		
- Minus	77,700	77,700
= Equals	90,000	92,500
+ Plus	112,590	133,375
Posts Receiving Overtime:	0.0%	
Car Details:		
Median Capital Cost (£)	27,720	Choice of Car or Allowance 15%
Median Car Allowance (£)	5,700 pa	Car Only 0%
		Allowance Only 62%
		No Car or Allowance 23%

Position Code: C32

Alternative Titles: Manager, Credit Analysis

Main Facets of Job

Under direction carries out investigations and analysis of companies, country studies and market opportunities connected with commercial banking transactions. May accompany senior bankers when visiting clients. Will attend credit committees as needed.

This position is not directly concerned with risk management, but will assess the risk involved in individual transactions.

Typical Staff Responsibilities

May guide other analysts.

Typical Experience

Several years analytical experience. More likely to progress through to credit manager than into marketing.

Data Summary

Sample Size (Posts): 53

	Base Pay (£)	Total Earnings (£)
Lower Quartile	48,000	52,500
Median	52,500	58,360
Upper Quartile	55,120	66,780
Average	52,432	60,463
Average Bonus	17.5%	
Median Bonus	14.6%	
Scope:		
- Minus	43,190	47,780
= Equals	52,000	58,000
+ Plus	58,390	66,810
Posts Receiving Overtime:	17.0%	
Car Details:		
Median Capital Cost (£)	-	Choice of Car or Allowance 0%
Median Car Allowance (£)	5,100 pa	Car Only 0%
		Allowance Only 8%
		No Car or Allowance 92%

Position Code: FC27

Alternative Titles: Accounts Officer
Senior Accounts Clerk
Accountant

Main Facets of Job

Reporting to the financial controller or chief accountant the incumbent will be responsible for a number of accounting tasks within a finance company, bank or investment bank.

This post differs from other posts such as the accounts supervisor and senior accounts clerk in that the incumbent is unlikely to have staff reporting and will be working towards an accounting qualification.

Typical Staff Responsibilities

Unlikely to have any staff reporting.

Typical Experience

At least six years experience and well on the way to qualifying as an ACCA or similar accounting qualification.

Data Summary

Sample Size (Posts): 27

	Base Pay (£)	Total Earnings (£)
Lower Quartile	28,815	31,245
Median	33,990	36,200
Upper Quartile	38,465	46,730
Average	33,493	37,537
Average Bonus	11.7%	
Median Bonus	8.3%	
Scope:		
- Minus	24,000	25,160
= Equals	34,250	37,865
+ Plus	46,390	49,050
Posts Receiving Overtime:	3.7%	
Car Details:		
Median Capital Cost (£)	-	Choice of Car or Allowance 0%
Median Car Allowance (£)	-	Car Only 0%
		Allowance Only 0%
		No Car or Allowance 100%