

**SKILLS FRAMEWORK FOR ENGINEERING SERVICES
TECHNICAL SKILLS & COMPETENCIES (TSC) REFERENCE**

TSC Category	Project Finance					
TSC	Capital Raising					
TSC Description	Acquire or raise capital and funds to carry out organisational goals and objectives					
TSC Proficiency Descriptions	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			EGS-CFI-3001-1.1	EGS-CFI-4001-1.1	EGS-CFI-5001-1.1	EGS-CFI-6001-1.1
			Apply basic corporate funding principles for capital raising	Design cash management solutions	Evaluate strategic considerations in capital raising against business needs	Lead capital raising for organisation
Knowledge			<ul style="list-style-type: none"> Liquidity management Working capital management Financial information management Risk management 	<ul style="list-style-type: none"> Liquidity management Working capital management Financial information management Risk management Types of cash management solutions 	<ul style="list-style-type: none"> Range of available capital raising instruments Developments in the investment market Intricacies of debt leveraging and its impact on the organisation's risk profile and financial position 	<ul style="list-style-type: none"> Range of available capital raising instruments Developments in the investment market Intricacies of debt leveraging and its impact on the organisation's risk profile and financial position
Abilities			<ul style="list-style-type: none"> Perform basic forecasts of cash flows as part of working capital cycle Assist in performing cash and financial budget statements 	<ul style="list-style-type: none"> Formulate the organisation's cash management solutions Formulate and manage organisation's liquidity Formulate efficient payment processing methods Consider different channels of payments Manage cash flow control Perform reporting and forecasting of cash flow Monitor risks that could threaten liquidity of the organisation Manage risk control 	<ul style="list-style-type: none"> Deliberate strategic considerations in capital raising against business needs Develop good presentation and negotiating skills to engage prospective investors, capital markets and financiers Evaluate strategies taking into account new risks that could threaten liquidity of the organisation to ensure there is enough access to cash to weather possible disruptions Support the leadership team to ensure that it is on track with the right financial metrics Monitor new risks that could threaten liquidity of the organisation and ensure there is enough access to cash to 	<ul style="list-style-type: none"> Deliberate strategic considerations in capital raising against business needs in highly complex situations Develop good presentation and negotiating skills to engage prospective investors, capital markets and financiers Formulate strategies taking into account new risks that could threaten liquidity of the organisation to ensure there is enough access to cash to weather possible disruptions Keep the leadership team on track with the right financial metrics

**SKILLS FRAMEWORK FOR ENGINEERING SERVICES
TECHNICAL SKILLS & COMPETENCIES (TSC) REFERENCE**

					weather possible disruptions	
--	--	--	--	--	---------------------------------	--