

Senior Investment Officer

Job #:	req29230
Organization:	IFC
Sector:	Investment
Grade:	GG
Term Duration:	3 years 0 months
Recruitment Type:	International Recruitment
Location:	Colombo,Sri Lanka
Required Language(s):	English
Preferred Language(s):	
Closing Date:	9/20/2024 (MM/DD/YYYY) at 11:59pm UTC

Description

IFC — a member of the World Bank Group — is the largest global development institution focused on the private sector in emerging markets. We work in more than 100 countries, using our capital, expertise, and influence to create markets and opportunities. Our mission is to leverage the power of the private sector to end extreme poverty and boost shared prosperity on a livable planet. For more information, visit www.ifc.org.

The Financial Institutions Group (FIG) is one of IFC's key departments responsible for a significant portion of IFC's business volume, profitability, and development reach, approximately 40%. FIG engages in a wide range of sub-sectors, including Microfinance, SME, Gender, Climate, Insurance, Capital Markets, Housing, Distressed Assets, and other areas, with both investment and advisory services delivered globally to IFC's clients through IFC's global network. FIG has the following main objectives: 1) financing climate risk mitigation and adaptation; 2) advancing financial inclusion; 3) promoting gender equality; 4) servicing the real economy; and 5) mobilizing third-party resources.

FIG is recruiting a Senior Investment Officer (SIO) to join its South Asia Regional Team which originates, manages, and monitors IFC's financial sector investments. The SIO will help grow and develop the investment business and manage the investment portfolio in Sri Lanka, Nepal, and Bangladesh. The pipeline of new investment opportunities in the region includes bilateral and syndicated debt, publicly and privately issued bonds, equity/Tier-2 investments, and structured finance products.

Roles and Responsibilities

- Develop long-term relationships with key clients and stakeholders (e.g., government officials, regulators) at the working level to identify and act on business opportunities and engage with other syndicate lenders
- Work with clients to identify how IFC can add more value and improve the quality of IFC's investment
- Supervise the gathering of lessons learned across the portfolio and recommend improvements for business development and transaction structuring
- Help shape market creation approaches or interventions for sectors, products, or regions and engage with senior officials to identify viable market and regulatory reforms
- Lead and coordinate the implementation of business development strategies
- Collaborate with IFC, World Bank, and MIGA to support business development for the IDA PSW and other blended finance facilities
- Lead quarterly assessments of ratings, loan loss reserves, or valuations and conduct quality control over work performed by analysts and junior investment officers
- Analyze portfolio trends to identify concentrations and contributing factors and discuss findings at quarterly review meetings
- Lead teams in structuring deals that balance client expectations with protecting IFC's and other lenders' rights
- Compare projects across the region to assess their fit with the current portfolio and ensure accuracy in analytical work by junior staff
- Assess and articulate the development impact of complex transactions at the sector or subsector level
- Maintain high-level relationships with clients to understand industry trends and create business opportunities
- Oversee or supervise assigned staff and consultants
- Develop staff and team members through mentoring, coaching, and providing learning opportunities
- Ensure quality control of work products and efficient use of resources
- Perform complex credit risk rating assessments, covenant compliance reviews, and development impact assessments
- Oversee portfolio management work to identify gaps and create a macro view of the portfolio's financial, compliance, and risk status
- Prepare investment committee materials focusing on risk assessment and deal structuring
- Use networks to keep projects moving, collaborate with key stakeholders, and negotiate risk and mitigation strategies
- Shape business leads into actionable concepts by identifying, screening, and preparing investment opportunities

Selection Criteria

- Master's degree in a related field and at least 12 years of relevant experience
- Experience in business consulting or investment banking, or operational experience in the sector
- CFA or CPA accreditation is a plus
- Capacity to understand, enable, and participate in market creation opportunities for multiple countries
- Ability to lead negotiations and offer alternative solutions to capitalize on opportunities and overcome impasses
- Ability to build long-term engagement with clients and maintain ongoing dialogue
- Ability to maintain client engagement, identify growth opportunities, and address emerging problems
- Build and maintain extensive networks to bring new engagements and business opportunities
- Ability to interact effectively with WBG staff and participate in collaborative interventions
- Ability to contribute constructively to meetings with government officials on constraints to private sector investment
- Possess an extensive internal and external network and leverage it to maintain expertise and bring deals to closure
- Excellent written and verbal communication skills
- Ability to describe complex issues and develop junior staff as writers
- Ability to ensure final products meet audience needs and expectations
- Ability to articulate IFC's requirements and value-add clearly and understandably
- Ability to communicate technical information concisely to a non-technical audience
- Ability to illustrate the long-term benefits of IFC/WBG offerings in complex contexts (IDA and FCS)
- Ability to supervise staff, provide technical guidance, and balance workloads
- Ability to guide, advise, and mentor junior staff and peers
- Ability to serve as a reference on portfolio guidance and balance details with a big-picture view
- Restructuring expertise and understanding of financial instruments and investment agreements
- Problem-solving capacity to articulate options and recommend actions for distressed assets
- Ability to identify systemic risks and integrity issues in the sector
- Ability to synthesize and present information effectively tailored to different audiences

Communication/Languages

- Demonstrated strong written, presentation, and business-level communication skills in English

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