

TORs for G1 position in Dakar (preference)

Job # :

Job Title: Investment Officer

Network:

Sector:

Manager: Michael Opagi

Department / Division: CTAPA (Transaction Advisory Services, Africa)

Grade: G1

Appointment Type: Term (Duration: 3 yrs)

HR Contact: Pavla, Isik

Posting Date:

Closing Date:

Language Preferences: French and English

Location: Dakar (Preferred)

Appointment: Local Hire

Background & General Description :

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector. It helps developing countries achieve sustainable growth by financing investment, mobilizing capital in international financial markets, and providing advisory services to businesses and governments.

IFC's Public-Private Partnership Transactions Advisory Services (CTAPA) provides sell side financial advisory services and acts as Lead Transaction Advisor to governments to structure and implement public private partnerships (PPP) transactions, primarily for public services. Its aim is to increase access to basic infrastructure (electricity, water, transportation and telecommunications) and social services (health and education) and facilitate private investments.

The department is looking to recruit an experienced Investment Officer (IO) for its Africa team who will support the regional team and management with the whole PPP transaction process of IFC acting as Lead Transaction Advisor. The team focuses on advising on the following types of transactions, across all infrastructure sectors with a particular focus on energy and transport:

- Public-Private Partnerships e.g. BOT type concessions
- Management and lease contracts
- Restructuring and privatization of state-owned enterprises

The position is based in Dakar and reports to the Regional Manager and Head for PPP Transaction Advisory Services in the Sub-Saharan Africa region.

Role & Responsibilities :

The IO's work will involve leading the implementation of advisory mandates of a variety of types, including business development, interactions with clients, developing terms of reference, procurement and supervision of consultants, preparation of presentations and reports, financial modeling and due diligence, transaction structuring, drafting bidding documents and managing bidding processes, interacting with investors. Main duties include:

a) Business development:

- Assist the PSP Program with its marketing activities, taking a proactive approach to developing new client contacts and project leads;
- Prepare proposals or mandates for new projects, negotiation with clients and the internal approval processes;
- Develop a thorough understanding of Sub-Saharan Africa, particularly its infrastructure sectors, provide market intelligence and knowledge of developments in the general business environment;

b) Transaction execution:

- Lead several mandates simultaneously with different project teams; ensuring quality execution, good client service and development of staff;
- Be responsible for the design of Terms of Reference for specialized consultant support to project teams, the selection and management of consultants; requests for proposals and applications for funding for consultant costs;
- Lead technical, legal, regulatory, financial and commercial assessment of advisory transactions, as well as project structure design;
- Be able to directly develop complex financial models for PPP projects and oversee junior staff in the production of financial models;
- Manage the drafting and negotiation of contractual and bidding documents such as concession agreements, shareholder agreements, etc.
- Lead the marketing of the transaction to potential private sector investors;
- Manage the execution of competitive, transparent tender processes, and the resultant finalization of contractual agreements between investors and client governments;

c) Other duties:

- Coordinate closely with social, environmental, and investment colleagues in order to add value to our clients' projects;
- Develop reports for Senior Management upon request;
- Perform other duties as requested by senior members of the team.

Selection Criteria & Competencies :

The appointee should be able to demonstrate:

- MBA or equivalent degree in business, finance or economics;
- At least 7 years of experience in project finance, investment banking and/or infrastructure economics, with good knowledge and networks especially in Sub-Saharan Africa;
- Understanding of public-private partnerships (PPPs) and different structures for engaging the private participation in the delivery of infrastructure services;
- Good understanding of the infrastructure business and experience in working with different sectors;
- Strong financial, analytical and modeling skills; sound business judgment; ability to find creative solutions to accommodate different interests;
- Experience in reviewing legal documents and/or technical studies will be a plus;
- Business development and client relationship skills, track record and ability to focus on clients' needs effectively;
- Strong track record of contractual and/or financial closings of infrastructure transactions;
- Experience in dealing with government clients, investors and multiple stakeholders of infrastructure projects;
- Ability to manage teams in multiple transactions, delivering high quality work within deadlines, and to meet team objectives;
- Excellent interpersonal skills and interact effectively with clients and colleagues from various cultural backgrounds;
- Leadership, coaching and mentoring skills;
- Willingness and ability to travel on short notice and frequently, as required;
- Motivated and enthusiastic about the opportunities and challenges of sustainable development.
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- Excellent written and oral communication skills in English and French is required.

Application information:

Applications should include a cover letter. Cover letter/CV should make reference the relevant results the candidate has delivered in prior positions, rather than simply listing responsibilities. All applications will be treated in the strictest confidence. Only short-listed candidates will be contacted. The contract for this position has an initial duration of 3 years (renewable), and subject to be renewed. The appointee will be stationed in Dakar, Senegal

Note: If the selected candidate is a current Bank Group staff member with a Regular or Open-Ended appointment, s/he will retain his/her Regular or Open-Ended appointment. All others will be offered a 3 year term appointment.