



## Donor Funded Staffing Program

<b>TOR No:</b>	<b>2025-043</b>
<b>Title:</b>	<b>Associate Industry Specialist</b>
<b>Grade:</b>	<b>GF</b>
<b>Division/VPU:</b>	IFC- Global Telecom, Media & Tech Investments (IFC-CNGTT) Industries Vice Presidency (IFC-CGIVP)
<b>Duty Location:</b>	Washington, D.C
<b>Appointment Type and Duration:</b>	Two-year Term Appointment

### **BACKGROUND**

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 in developing countries. In fiscal year 2023, IFC committed a record US\$43.7 billion to private companies and financial institutions in developing countries, leveraging the power of the private sector to end extreme poverty and boost shared prosperity as economies grapple with the impacts of global compounding crises. For more information, visit [www.ifc.org](http://www.ifc.org).

The Global Infrastructure Department (CNG) is responsible for sourcing and executing investment transactions in the power, transport, utilities areas, etc. The department also works closely with its counterparts in the World Bank to provide policy-based assistance to governments. The Global Telecom, Media & Technology Unit (CNGTT), within the Global Infrastructure Department, is looking for an Associate Industry Specialist who will be involved as part of investment and advisory teams in all phases of the project cycle.

### **DUTIES AND RESPONSIBILITIES**

- Investment and Advisory-related activities:
  - Apply sector knowledge to evaluate Telecom, Media and Technology (TMT) projects from a technical, managerial, commercial and development impact perspective, including helping more senior specialists appraise new investment proposals, including in the following subsectors: Telecommunications Towers, Mobile, Broadband, Datacenters and Cloud, Media, InfraTech and ESCO for Telecommunications.
  - Liaise with client’s technical staff, project engineers and lenders’ engineers as needed;
  - Review major contracts, including EPC, O&M, key customers, and Concession/License agreements;
  - Provide market assessment and identify potential for market development and revenue growth;
  - Provide financial analysts with revenue projections and key operational and capital cost assumptions for incorporation in financial models;
  - Draft Terms of Reference, hire and supervise technical and market consultants as necessary;
  - Prepare timely project appraisal reports or help more senior specialist develop them, including risk assessment, mitigation measures and impact evaluation.
- Strategy, Upstream & Business Development:

- Provide input into the development of sector strategies, and review documents to identify gaps and ensure consistency
- Contribute to identify constraints to private sector investment as input to sector and other relevant strategies
- Portfolio-related activities:
- Provide technical/industry supervision of IFC's portfolio of TMT sector investments, including field inspection as necessary;
- Identify and assist in resolving operational weaknesses and take notes of lessons learned and best practices to apply on future projects;
- Other activities:
  - Identify opportunities to further support clients through advisory services at business development, appraisal, and supervision stages;
  - Support the development of the sector strategy and the creation of new business opportunities;
  - Keep updated on sectoral and industry news, trends and related technology developments; and
  - Document suitable industry knowledge to share within the unit, WBG and with external clients in a permanent format (lessons learnt, industry trends, basic technical knowledge, benchmarking, etc.)

**Note:**

The selected candidate will not be assigned to programs involving their own government such as donor coordination and trust fund management.

**SELECTION CRITERIA**

- Educational Degree: Telecommunications, Electrical or Network engineer with a post graduate degree; Business degree a plus.
- Relevant Experience: Solid technical expertise in the Telecommunications sector with at least 5 years of operational experience in the field and / or investment work in the sector, in-depth experience in sub-sectors, plus broad-based knowledge/familiarity with the telecommunications industry as a whole
- Significant work experience in the private sector including some experience in emerging economies;
- Good understanding of market dynamics and business models, project management and construction models, network and service operations and economics, subsectors and key players within the telecommunications sector.
- Experience of a broad range of responsibilities within the industry in some of the following areas: development of commercial feasibility/market studies, business plans, commercial bids, network and solution design, project management and procurement, supply contract management, project commissioning, telecommunications network and service operations, licensing, tariffs;
- Experience as lenders or sponsors' engineer and/or consultancy background would be a plus;
- Knowledge of capital costs, operating cost and productivity benchmarks for some telecommunications sub sectors.
- Excellent teamwork skills combined with the ability to also work independently;
- Ability to produce clear and concise written inputs for appraisal and supervision reports;
- Excellent English communication skills, both orally and in writing;
- Proficiency in French, Spanish, Russian or other languages relevant to IFC's emerging market focus would be a plus;
- Ability to travel to/work in emerging market countries for up to 30% of the time.
- Field experience in developing countries a plus