



TOR No:	
Title:	Private Sector Development Specialist
Grade:	GF
Division/VPU:	Subnational Doing Business (DECSN)/Development Economics (DEC)

BACKGROUND

The Development Economics Vice Presidency (DEC) seeks to increase understanding of development policies and programs by providing intellectual leadership and analytical services to the World Bank Group and the development community. DEC is the research and data arm of the World Bank Group. The Global Indicators Group (DECIG) through its *Doing Business* flagship product creates quantitative indicators by conducting analysis of specific laws, regulations and common practices that influence firms' decisions to invest and create jobs in 190 economies.

Subnational Doing Business (DECSN) reports benchmark locations within the same country or region. They abstract from large differences across legal frameworks in different countries to capture local differences in business regulation and their enforcement. They combine the media appeal of the *Doing Business* brand with a strong engagement and active participation of the local governments in order to motivate reforms. Since 2005, more than 480 locations in over 70 economies have been benchmarked.

Projects are undertaken at the request of governments and are client or donor funded. Project implementation includes a strong engagement model with national and local governments to build capacity and motivate reforms through peer-to-peer learning.

A highly-motivated candidate is invited to join DECSN. The position requires a mix of project management and strong analytical skills as well as a demonstrated ability to engage in policy dialogue with client governments. The will report to the DECSN manager. The selected candidate will work closely with staff across the World Bank Group at headquarters, as well as in the field.

DUTIES AND RESPONSIBILITIES

- Building specific sets of Doing Business indicators such as starting a business, dealing with construction permits, getting electricity, registering property, enforcing contracts, paying taxes or trading across borders—including administering questionnaires to local experts, verifying questionnaire responses, data entry, coding and analysis.
- Creating tailored-made indicators for specific client needs following the Doing Business methodology (e.g. tax indicator for simplified tax regimes).
- Task managing Subnational Doing Business projects, including developing and maintaining relationships with government officials, development partners and private

sector stakeholders.

- Drafting report chapters which include analytical and advisory content on business environment topics.
- Helping coordinate mission travels and participating in high level meetings with client governments and stakeholders.
- Acquiring and applying knowledge of WBG governance processes as well as other operational policies and procedures.
- Conducting policy dialogue including consultations with government officials on report findings and reform recommendations.
- Participating in dissemination activities including presentations to governments, private sector organizations and academia as well as communicating with the media.
- Developing and disseminating knowledge management tools to support the Subnational Doing Business product, including case studies, smart lessons and issue notes.
- Contributing to product development, including identifying the conditions for success and the downstream link to other work to improve the business environment; linking the Subnational Doing Business work to operational work, Global Practices and Country Management Units.

Selection Criteria

- Graduate degree in economics, public administration, law, business administration or related field.
- At least five years of relevant professional experience in private sector development; indicators and analysis.
- Experience of working both in a developing and OECD country context.
- Solid understanding of economic institutions and their role in creating a business environment that facilitates private investment, promotes trade, and increases competitiveness.
- Sound business judgment and initiative; ability to work in multicultural environments and build effective working relations with internal and external clients and partners.
- Ability to seek out, collate and synthesize inputs from across sectoral and thematic boundaries.
- High degree of self-motivation and proven ability to work independently under limited supervision and tight deadlines. Ability to multitask and work collaboratively in multidisciplinary and multicultural teams.
- Strong analytical skills; understanding of substantive issues in comparative institutional and regulatory analysis.
- Ability to translate research findings into policy recommendations and support for operational work.
- Proper balance between attention to detail and focus on broader issues.
- Willingness to travel regularly.

Competencies

- Advanced skills in MS Excel. Knowledge of other data management software highly

preferred.

- Excellent writing skills. Ability to translate complex issues into easily understood terminology.
- Excellent communication and presentation skills in English. Knowledge of Portuguese, Russian, Spanish or other languages spoken in client countries is an advantage.