

Job Title- (Senior) Investment Officer

Company- IFC - International Finance Corporation

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About the job

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.

IFC has embarked on an ambitious new growth strategy (IFC 3.0) to stimulate more investment activity, especially in Low-Income Countries (LICs) and Fragile and Conflict-affected Situations (FCS). It requires taking a systematic approach to understanding the regulatory and sector bottlenecks that prevent the flow of private capital into productive investment in our member countries and addressing these bottlenecks through World Bank Group engagement on policy reforms and programmatic interventions at the country and sector level. It also requires the capacity to leverage WBG programs and projects to develop our proactive sector interventions and imagine and design projects even without reforms.

IFC's Transaction Advisory Services Department (CTA) provides transaction advisory offerings to (i) governments to undertake privatizations and to effectively structure and implement public-private partnerships (PPPs) while balancing investors' interests, public policy considerations, and community needs and (ii) the private sector firms to raise private capital, undertake mergers and acquisitions, and to enter new business markets. By structuring successful PPPs, infrastructure and public services may be expanded and improved cost-effectively, benefiting from private-sector expertise, management, and finance. CTA has an active global portfolio covering several sectors, of which power transport, power, water, and health are strategic priorities. This is an exciting time for CTA to play a critical role in shaping IFC 3.0 strategy.

CTA is looking to recruit an experienced (Senior) Investment Officer (IO) for its Middle East, Central Asia, Turkey, Afghanistan & Pakistan (MCT) team based in Pakistan who will participate and primarily focus on (i) supporting the Pakistan-based PPP team in the preparation and tendering of PPP and privatization mandates under the overall supervision of the Hub-Leader for Afghanistan & Pakistan; and (ii) helping develop and support in execution of IFC's Corporate Finance Services offering in the region. The current portfolio of CTA MCT in Pakistan includes three active transaction mandates along with a pipeline of potential projects, given the strong focus of federal and provincial governments on increasing the role of the private sector in the infrastructure space in partnership with the government.

Roles And Responsibilities

The (Senior) Investment Officer will be required to support the MCT CTA team in the origination and execution of transaction advisory mandates across the MCT region however, the position's location and current business needs will also imply a priority focus on Pakistan.

Responsibilities include but are not limited to

- Proactively assist in business development by originating and managing marketing activity in assigned countries/strategic areas, including collaborating with Investment and Upstream teams to identify opportunities based on country strategies and market creation potential
- Support the day-to-day management of project teams working on sell-side PPP and CFS mandates, including review of legal and technical outputs, documentation and financial models
- Analyze structure, develop innovative PPP projects, and present client recommendations. Manage client expectations and provide appropriate advice as necessary by proposing practical solutions
- Manage marketing of project concepts to bidders, completing road-shows, prequalification, tendering and award, and the final negotiation of project agreements leading to financial close
- Support negotiations on the documentation with bidders; use strong negotiation skills to develop solutions and overcome impasses in transactions
- Collaborate with stakeholders and form partnerships with staff across IFC (Investment, Upstream, etc.), the World Bank, and other external parties to deliver the best possible outcome to our government clients
- Understand the World Bank program for countries in the region and work with the World Bank team to engage with government counterparts to implement the "Maximizing Finance for Development" strategy
- Help build the Corporate Finance Services offerings of CTA
- Develop, coach, motivate, and manage junior team members
- Assist in other project or strategy-related activities as needed

Selection Criteria

- MBA or equivalent qualification
- Minimum 8-10 years of relevant experience gained in the PPP Transaction Advisory, IFC Investment side or with another leading financial institution working on PPP transaction advisory, M&A or privatization advisory on buy and/or sell side, project finance, private equity, project management – all with focus on the infrastructure sector
- Minimum 6-8 years of experience in sell-side PPP advisory and privatizations is considered a plus

- Strong experience in infrastructure sectors (including power, transport, and healthcare sectors) with knowledge of sector trends and legal and regulatory requirements and with a proven track record of infrastructure/PPP transactions
- Strong grasp of legal documentation, including risk allocation related to PPP projects, including concessions as well as for privatizations
- Proven track record of originating, advising, structuring, and executing infrastructure transactions
- Strong existing relationships with project developers, investors, and technical and legal consultants in the infrastructure space are preferred
- Strong analytical and financial modeling/structuring skills
- Lead a variety of transaction advisory, debt and equity transactions
- Independently develop own financial models and sound financial analysis of the models to draw conclusions
- Structure or restructure transactions to ensure prudent and sustainable risk sharing among all parties
- Ability to operate in large, culturally diverse, and geographically dispersed teams
- Ability to work under pressure and deliver high-quality work within deadlines to meet team objectives
- Ability to interact directly and independently with potential clients, financial and technical partners as well as with senior government officials
- Willingness and ability to travel on short notice and frequently, as required
- Understanding of IFC's strategic priorities and changing business model against the backdrop of IFC 3.0
- Genuine commitment to development to the World Bank Group and IFC's mission, strategy and values
- Experience in a development institution is considered a plus
- Excellent written and oral communication skills in English is required. Arabic preferred

[World Bank Group Core Competencies](#)

The World Bank Group offers comprehensive benefits, including a retirement plan; medical, life and disability insurance; and paid leave, including parental leave, as well as reasonable accommodations for individuals with disabilities.

We are proud to be an equal opportunity and inclusive employer with a dedicated and committed workforce, and do not discriminate based on gender, gender identity, religion, race, ethnicity, sexual orientation, or disability.