

(Senior) Investment Officer

Job #:	req29834
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:	10/29/2024 (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.

The Manufacturing, Agribusiness & Services (MAS) Industry Group plays an important role in supporting IFC's strategic priorities, covering investments in the global manufacturing and services, agribusiness, health and education sectors. MAS' sectors play a critical role in providing goods and services to consumers, addressing core needs, creating jobs, contributing to government revenues, and stimulating growth. In IFC's client countries, these sectors can account for as much as 80% of overall economic activity and can account for up to 90% of employment activity, particularly in the poorest countries.

MAS is seeking an experienced Senior Investment Officer to be based in Colombo, Sri Lanka to complement its team to cover manufacturing, agribusiness and consumer services sectors primarily for its Sri Lanka operations. The successful candidate will be a key member of the Asia Pacific MAS team and will work closely with IFC offices in the region as well as the global team to develop new business opportunities, execute transactions as well as manage portfolio investments.

Roles and Responsibilities

- Develop long-term relationships with key clients and stakeholders (e.g., government officials, regulators, industry associations etc.) to identify new opportunities and repeat business and effectively engage with syndicate lenders.
- Collaborate with clients, to enhance IFC's value and investment quality.
- Engage with Country Management Unit, investment, advisory, upstream and World Bank Teams to gather insights and identify areas for improving business development and transaction structuring.
- Supervise the collection of lessons learned across the portfolio, connect trends, and recommend improvements.
- Shape market creation strategies and engage with senior officials to identify viable market and regulatory reforms.
- Lead the formulation and implementation of business development strategies for sectors in the countries.
- Conduct quarterly assessments of ratings and valuations, ensuring quality control over analysts' work.
- Analyze important portfolio trends to identify concentrations and discuss findings at quarterly review meetings.
- Structure deals that balance client expectations with IFC's and other lenders' rights.
- Integrate lessons from past transactions into the design of complex deals.
- Compare regional projects for alignment with the current portfolio and ensure quality control of analyses.
- Assess the development impact of complex transactions at the sector level.
- Maintain high-level relationships with C-suite clients to understand industry trends and create new business opportunities.
- Negotiate waivers, amendments, and prepare restructuring memos for approval.
- Oversee and mentor assigned staff and consultants, ensuring effective resource use and quality control.
- Perform credit risk assessments and review portfolio management work to identify gaps and anticipate emerging risks.
- Prepare investment committee materials focusing on risk assessment and deal structuring.
- Leverage networks to advance projects and ensure seamless communication among stakeholders.
- Shape business leads into actionable concepts by screening potential investment opportunities and preparing investment theses.
- Mentor Junior staff and represent IFC at external forums.

Selection Criteria

- Education & Experience: Master's degree in business, finance, economics, or a related field with 8–12 years of relevant experience, including business consulting, investment banking, or operational roles in specific sectors.
- Market Creation: Ability to identify and pursue market creation opportunities across multiple countries, demonstrating a long-term perspective, innovation, and knowledge of IFC and WBG's value in new markets.
- Strategic Understanding: Familiarity with relevant country strategies and challenges, and ability to lead successful negotiations with clients and stakeholders, offering alternative solutions to overcome obstacles.
- Client Engagement: Proven track record in building long-term relationships with clients, understanding their needs, and maintaining ongoing dialogue to identify growth opportunities.
- Network Development: Ability to establish extensive networks in various sectors and leverage them for new business opportunities. Engage constructively with mid-level government officials on private sector investment constraints.
- Communication Skills: Excellent written and verbal communication skills to convey complex issues clearly to clients and stakeholders. Ability to mentor junior staff in effective writing and ensure quality control of documents.
- Portfolio Management: Experience in supervising portfolio management, performing credit risk assessments, and conducting quality control over financial analyses performed by team members.
- Leadership & Mentorship: Capacity to guide and mentor junior staff, fostering their skill development through hands-on learning opportunities.
- Analytical Skills: Strong analytical and financial modeling abilities to review and assess financial information and identify gaps or inaccuracies.
- Problem-Solving: Expertise in restructuring and problem-solving to recommend actions for distressed assets, with a focus on achieving beneficial outcomes for both IFC and its clients.
- Risk Assessment: Ability to identify systemic risks and integrity issues within the sector, as well as anticipate stakeholder needs to effectively mitigate challenges and drive projects to closure.
- Big-Picture Perspective: Capacity to balance detailed asset management with overarching portfolio strategies, discerning early patterns in project performance to ensure quality.

[World Bank Group Core Competencies](#)

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