

Principal Country Officer

Job #:	req30695
Organization:	IFC
Sector:	Organization Management
Grade:	GH
Term Duration:	3 years 0 months
Recruitment Type:	International Recruitment
Location:	Colombo,Sri Lanka
Required Language(s):	English, Sinhalese and Tamil
Preferred Language(s):	
Closing Date:	12/26/2024 (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. For more information, visit www.ifc.org.

To manage and grow the existing portfolio, identify project opportunities for Sri Lanka, and bolster our market presence, and help further integration of World Bank Group institutions under the single leadership of Country Manager who is a Joint Country Representative for World Bank, IFC, and MIGA, IFC is currently seeking an experienced Principal Country Officer to be based in Colombo.

Roles & Responsibilities:

As a member of the World Bank Leadership team in Sri Lanka, the Principal Country Officer will be responsible for developing and managing strategic relationships needed for IFC to mobilize stakeholders (i.e., government officials, corporate clients, counterparts at WBG and international organizations, and other key stakeholders) to deliver the IFC Sri Lanka program. This will include, but not be limited to:

Sri Lanka Strategy, Operations and Market Creation:

- Together with the Country Manager, lead the development of a strong pipeline of investment and advisory opportunities by following market trends, employing country knowledge, and using market intelligence.
- Co-lead the formulation of the World Bank Group strategy in Sri Lanka, while identifying and fostering synergies across the organization. Guide and provide business intelligence to investment teams to enable them to identify integrity issues, devise appropriate investment structuring, and inform them adequately in the management of portfolio projects.
- Keep abreast of macroeconomic developments that can impact IFC’s activities in Sri Lanka and provide regular inputs to regional and industry teams. Gather market intelligence, and analyze strategically important portfolio trends, and emerging risks and opportunities.
- Provide strategic input into “upstream” initiatives that create, deepen, and expand markets, and require the imagination, design, and implementation of investment projects. Identify needed market and regulatory reforms.
- Organize and attend events and make presentations about IFC at relevant meetings and conferences to promote IFC in Sri Lanka.
- Support the Country Manager to facilitate and coordinate operations, including a) act as delegated official in the absence of the Country Manager; b) managing inward and outward visits from senior IFC Management; c) coordinating and supervising the preparation of all briefing materials.

Client and Stakeholder Engagement:

- Proactively engage with clients and stakeholders with a focus on demonstrating and delivering IFC’s value-add, optimizing risk-return profile and development impact of IFC’s investments as well as exploring future business opportunities. Use analytical, financial, credit, and integrity assessments to identify bankable projects with sustainable development impact.
- Represent IFC and/or support the Country Manager to represent IFC in key private and public sector, donor, World Bank or other DFI-led events and meetings as appropriate.
- Cultivate and maintain senior-level relationships with key public and private sector stakeholders in Sri Lanka. Participate in the creation of sector interventions and client engagement plans for IFC’s strategic clients.
- Coordinate closely with global colleagues, and social, environmental, and technical assistance colleagues to add value to our client’s businesses, find pragmatic solutions to the specific sector challenges, and achieve sustainable development impact.

Office Administration and Team Leadership:

- Develop assigned and staff members of the broader team through mentoring, coaching, providing on-the-job learning opportunities, and designing and delivering internal learning. Supervise select country office staff.
- Support the Country Manager in office management.

Selection Criteria

- Master's degree in a related field of education include business, finance, or economics.
- Minimum 15 years of relevant professional experience in investment services and financing activities; Proven track record of sourcing, structuring, and closing investments across sectors.
- Prior experience in the Sri Lanka and a strong local industry and government network are desirable.
- Multi-country experience.
- Experience in leadership, including supervising, mentoring and coaching staff.
- Proven business development and client relationship skills and ability to interact directly with senior management (chairman / CEO) of clients.
- Strong financial and credit skills, demonstrated by the ability to assess and structure complex debt and equity investment transactions.
- Knowledge of IFC and its investment products is desirable.
- Strong interpersonal and teamwork skills and ability to lead diverse teams and deliver high-quality products.
- Fluency in spoken and written English and in Sinhalese and Tamil is required.
- Ability and willingness to travel as needed.

[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.

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