Investment Officer

Global Locations

Background
The International Finance Corporation (IFC), the private sector arm of the World Bank Group, is a global investor and advisor committed to promoting projects in its developing member countries that are economically beneficial, financially and commercially sound, and environmentally and socially sustainable. IFC finances private sector investments, mobilizes capital in the international financial markets, helps clients improve social and environmental sustainability, and provides technical assistance and advice to governments and businesses in the developing world.

Investment Officers (IOs) are the project leaders of multidisciplinary teams and professionals who have expertise in the regions or sectors in which we do business. Project teams consist of lawyers, environmental and social specialists, and economists, as well as technical specialists. IOs work directly with their clients and international and local sponsors. IFC is recruiting Investment Officers to identify business opportunities, execute transactions and actively manage portfolio projects. The overall goal of the job holder is to maximize the impact of IFC’s intervention and to contribute to the regional and/or sector/industry development in our countries of operation by executing innovative, developmental, and profitable investments for IFC.

Responsibilities
Specific responsibilities include, but are not limited to:

- Evaluate structure, negotiate, and close new transactions, portfolio restructurings, rescheduling, capital increases, equity sales, etc.
- Develop a strong pipeline of good quality investment opportunities.
- Develop innovative and appropriate financial structures for straightforward transactions.
- Participate in negotiations; use negotiation skills to overcome impasses and finalize negotiations in straightforward transactions.
- Works with senior staff to develop a strong pipeline of good quality investment opportunities.
- Build and maintain strong relationships with clients, global and regional private businesses, banking and multilateral partners and government officials to further develop the sector and to develop specific investment opportunities.
- Coordinate closely with social, environmental, and technical assistance colleagues in order to add value to our clients’ businesses, find pragmatic solutions to the specific sector challenges, and achieve sustainable development impact.
- Identify and evaluate opportunities to increase the social development impact of new or portfolio projects.

Selection criteria

- MBA or equivalent qualification
- At least 4-8 years experience in finance with a proven track-record of sourcing, structuring and closing investments
- Knowledge of relevant industry sector trends, experience in emerging markets a plus
- Strong financial and credit skills; demonstrated ability to structure a variety of financial instruments (debt and equity)
- Business development and client relationship skills, track record and ability to focus on clients needs effectively
• Ability to interact directly and independently with the senior management of potential clients, of financial and technical partners as well as senior government officials
• Excellent verbal and written communication skills in English; fluency in other languages (Arabic, Chinese, French, Portuguese, Spanish or Russian) a plus
• Strong inter-personal skills, ability to interact effectively with clients and colleagues from various cultural backgrounds
• Ability to mentor junior investment staff
• Highly motivated, committed to highest ethical standards
• Genuine commitment to sustainable development
• Willingness to travel extensively and geographic flexibility (openness to re-locate to one of IFCs regional hubs)