



## WORLD BANK GROUP

<b>TOR No:</b>	<b>2018-159</b>
<b>Title:</b>	Senior Business Development Officer
<b>Grade:</b>	GG
<b>Division/VPU:</b>	MIGA Asia Hub, MIGA Guarantee Operations Group
<b>Duty Location:</b>	Tokyo, Japan
<b>Appointment Type and Duration:</b>	Two-year Term Appointment

### **BACKGROUND**

The Multilateral Investment Guarantee Agency (“MIGA” or “Agency”) was established in 1988, as the fifth and most recently created member of the World Bank Group. The Agency’s mission is to promote foreign direct investment (“FDI”) into developing countries, to support sustainable economic growth, reduce poverty and improve people’s lives. To this end, MIGA’s core business is the provision of political risk insurance (“PRI”) and sovereign / sub-sovereign credit enhancement guarantees in support of cross-border investments by private investors and lenders into MIGA’s developing member countries.

MIGA is committed to promoting projects that promise a strong development impact and are economically, environmentally, and socially sustainable. MIGA has supported more than 800 projects since its inception. In the Fiscal Year (“FY”) 18-20 period, MIGA aims to grow its non-commercial risk guarantees to promote FDI into developing countries, prioritizing in IDA-eligible, and fragile and conflict states, and to support projects that help mitigate climate change.

In an effort to identify project opportunities for MIGA as related to foreign investment flows from Japan, MIGA’s Guarantee Operations Group (“MIGOP”) is currently looking for a Senior Business Development Officer to be based in Tokyo, Japan. S/he will be part of the Operations Group, reporting to the Washington, D.C.-based Director of Operations.

The Senior Business Development Officer will be based in the Tokyo offices of the World Bank Group. Long-term travel to MIGA’s Headquarters in Washington, D.C. may be required for initial training and consultation.

### **DUTIES AND RESPONSIBILITIES**

- Serve as MIGA’s Representative to Japan, with a primary responsibility for maintaining strong working relationships with relevant Japanese ministries such as Ministry of Finance and Ministry of Land, Infrastructure, Transport and Tourism, so as to facilitate cooperation, participation in overseas investment-related events, and exchange of information, when appropriate;
- Further develop existing relationships with Japanese public financial institutions such as Nippon Export and Investment Insurance (“NEXI”) and Japan Bank for International Cooperation (“JBIC”) in order to identify new market opportunities;
- Develop a strong client base among private sector companies and banks involved in Japanese outward investment activities through an extensive outreach program, with the objective to establish long-term client relationships and a strong project pipeline;
- Follow up on project leads, evaluate eligibility of potential projects, assist with structuring and pricing of potential projects and assist in the underwriting of transactions originated from Japan;

- Responsibility for leading Client Service Teams for Japanese banks, as required;
- Travel as requested to follow up on specific project opportunities that are likely to result in work with MIGA underwriters on specific transactions as needed to ensure excellent client service;
- Identify overseas investment-related conferences or forums that may be appropriate for MIGA's participation. Contribute to any other business development initiatives as agreed with MIGA's Vice President & Chief Operating Officer and Director of Operations;
- Work with MIGA staff to facilitate mission travels to Japan. Examples of specific activities to be undertaken include identifying appropriate counterparts, arranging appointments with representatives of the private and public sectors, and providing general local support to visiting MIGA colleagues; and
- Work with colleagues from the World Bank and International Finance Corporation ("IFC") to develop and identify joint project opportunities.

**Note:** The selected candidate will not be assigned to programs involving his/her own government such as donor coordination and trust fund management.

### **SELECTION CRITERIA**

- Educational Degree: At least a Master's degree in relevant field (finance, economics, engineering or sciences) and at least 8 years of relevant experience or an equivalent combination of education and relevant experience.
- Relevant Experience:
  - At least [8-10] years of relevant experience analyzing and/or executing commercial or public sector investments, and conducting financial analysis with a focus on private sector transactions in emerging markets or political risk insurance underwriting
  - At least [4-5] years of direct work experience in project finance / structured finance and legal documentation / contracts
- Strong ability for marketing and business development, and sound business judgment in identifying potential partners and investment opportunities;
- Extensive network of business contacts and relationships;
- Effective interpersonal skills and ability to interact effectively with clients and colleagues from various cultural backgrounds under time pressure;
- Ability to work independently and as a team member; and
- Fluency in spoken and written English; and fluency in Japanese is essential.