



WORLD BANK GROUP

TOR No:	2016-120
Title:	Senior Business Development Officer
Grade:	GG
Division/VPU:	MIGA Asia Hub, MIGA Guarantee Operations Group
Duty Location:	Tokyo, Japan
Appointment Type and Duration:	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 also has the mandate to conduct complementary activities such as dispute resolution and knowledge services to support productive FDI. MIGA is committed to promoting projects that promise a strong development impact and are economically, environmentally, and socially sustainable. The Agency is also dedicated to working with governments that are committed to policies and actions that improve their countries’ investment climates.
- MIGA has supported more than 700 projects since its inception. In the Fiscal Year (“FY”) 15-17 period, MIGA aims to optimize the opportunities presented by its expanded product line (PRI and credit enhancement products) and its broader client base (equity investors, lenders, and capital market investors) by focusing on strengthening its new business origination capabilities, enhancing the credit analysis capability in respect of state owned enterprises and implementing other complementary initiatives that will enhance its financial sustainability. MIGA expects to grow its business by 50% during the FY 13-17 period, split between traditional PRI products and the more recently introduced credit enhancement products.
- 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: Advanced 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.