Associate Investment Officer / Investment Officer – PPP Transaction Advisory (IFC2)

Job #:
Department/Division: PPP Transaction Advisory (CASPM)
Grade: GF/GF
Appointment Type: Term (Duration: 3 Years)
Language Preferences: English [Essential]
Location: Dubai, UAE
Appointment: Local Hire

Background / General description:

IFC, a member of the World Bank Group, is the largest global development institution focused on the private sector in emerging markets. Working with more than 2,000 businesses worldwide, we use our capital, expertise, and influence to create markets and opportunities in the toughest areas of the world. In FY17, we delivered a record $19.3 billion in long-term financing for developing countries, leveraging the power of the private sector to help end poverty and boost shared prosperity. For more information, visit www.ifc.org

IFC’s Public-Private Partnership Transactions Advisory department provides sell-side financial advisory services to client governments with the purpose to increase access to basic infrastructure and social services by facilitating private investments in these sectors. Specifically, the team acts as Lead Transaction Advisor to governments to structure and implement public-private partnerships (PPP) transactions across all infrastructure sectors, e.g. power, water, transportation, and telecommunications, as well as social sectors such as health and education, with a particular focus on energy and transport, and for the following types of transactions:

- Public-Private Partnerships e.g. BOT type concessions
- Management and lease contracts
- Restructuring and privatization of state-owned enterprises

The department is advertising two positions to work within the PPP team in the Middle East and North Africa (MENA) region, which comprises of countries from Morocco to Pakistan. It is looking to recruit experienced Associate Investment Officer(s) (AIO) / Investment Officer(s) (IO), who will be based in Dubai, U.A.E, reporting to the Regional Manager and Head for PPP Transaction Advisory Services in MENA, who is also based in Dubai. The AIOs/IOs will be involved in the development and implementation of various PPP projects across the region in several infrastructure sectors as described above.

Duties and Accountabilities:
The selected candidates will be expected to perform as a core team member and will assist the project team leaders in the origination and execution of IFC’s advisory mandates in PPPs and privatizations across the MENA region. The selected candidates will be supporting project team leaders but will gradually be expected to take a leadership role on some of the specific tasks/projects and oversee less experienced staff on project teams, ensuring quality client service and execution.

His/her responsibilities may include, but are not limited to, the following:

1) Proactively undertake business development activities in assigned countries to develop new client relationships and project leads, including:

   a. Meet with government ministries and departments and sub-national public entities to discuss and assess their needs and ideas to improve access to infrastructure and delivery of public services and to identify potential PPP projects for IFC transaction advisory assistance
   b. Understand the legal and regulatory impediments for private sector participation for assigned countries and work closely with the World Bank to overcome these;
   c. Understand World Bank program for assigned countries and work with them to engage with government counterparts to implement a coordinated strategy;
   d. Undertake project scoping to assess feasibility of potential projects;
   e. Undertake origination activities and manage marketing activities, e.g. supervision of proposal preparation, mandate preparation and negotiation with clients;
   f. Administer internal approval processes and consultant procurement.

2) Assist in the day to day management of project execution to contribute to the structuring of innovative PPP projects and to the development of recommendations to clients, including:

   a. Due diligence management, review of legal, commercial and technical outputs, project structure design, and drafting of project contractual documentation;
   b. Prepare and/or supervise preparation of financial models and development of financial analysis;
   c. Manage client expectations and provide appropriate advice as necessary through proposing practical solutions;
   d. Manage project marketing to potential investors, including road-shows;
   e. Conduct competitive and transparent bidding processes, including prequalification, tendering, negotiation of project agreements with bidders, award and commercial/financial close;
   f. Coordinate closely with other parts of IFC including environmental and social, legal, other advisory and investment departments as well as World Bank colleagues in order to provide comprehensive and bespoke solutions to clients that will achieve sustainable development impact.

**Selection Criteria:**

- MBA or equivalent qualification;
- Minimum 5-8 years of relevant experience gained in the IFC PPP transaction advisory, IFC investment side or with another leading financial institution working on PPP transaction advisory, M&A or
privatization advisory on buy and/or sell side, and/or project finance – all with focus on the infrastructure sector;

- 3-4 years of experience of sell-side PPP advisory is considered a plus;
- Strong experience in infrastructure sectors (including power, transport, healthcare sectors) with knowledge of sector trends, legal and regulatory requirements and stakeholders, and with proven track record of infrastructure/PPP transactions;
- Existing relationships with project developers, investors, and technical and legal consultants in the infrastructure space is preferred;
- Strong analytical and financial modeling/structuring skills and sound business judgment in identifying potential business partners as well as strong business development and client relationship skills;
- Ability to operate in large, culturally diverse and geographically dispersed teams;
- Ability to work under pressure and deliver high quality work within deadlines to meet team objectives;
- Willingness and ability to travel on short notice and frequently, as required;
- Excellent communication skills in English is essential and in Arabic and/or French is preferred;
- Experience in a development institution is considered a plus.

IFC values diversity and encourages all qualified candidates who are nationals of IFC member countries to apply, regardless of gender, gender identity, religion, race, ethnicity, sexual orientation, or disability. Female candidates are strongly encouraged to apply.