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Principal Investment Officer

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Company: The World Bank

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Principal Investment Officer

Job #: req27215 Organization: IFC Sector: Investment Grade: GH Term Duration: 3 years 0 months Recruitment Type: Local Recruitment Location: Istanbul,Turkiye Required

Language(s): English Preferred Language(s): Turkish Closing Date: 5/14/2024 (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 in developing countries. In fiscal year 2023, IFC committed a record \$43.7 billion to private companies and financial institutions in developing countries, leveraging the power of the private sector to end extreme poverty and boost shared prosperity as economies grapple with the impacts of global compounding crises. For more information, visit [.The Manufacturing, Agribusiness & Services \(MAS\) Industry Group](#) plays a vital role in supporting IFC's strategic priorities by investing in the relevant sectors of MAS ('Services' includes health and education plus tourism, retail, and property). MAS sectors play a vital role in emerging markets by manufacturing goods and providing services for use by consumers/end users; their development helps address core needs and create jobs thereby contributing to government revenue and stimulating growth. These sectors can account for as much as 80% of overall economic activity in a country.The MAS team covering the countries of the Middle East, Central Asia, Türkiye, Pakistan, and Afghanistan (MCT) seeks a Principal Investment Officer to work in IFC's

Istanbul office. The position will call for senior leadership in building and maintaining key relationships as well as executing transactions with MAS sector clients. Geographic coverage will be significant in Türkiye but also other parts of the MCT region. The position requires deep and recent experience in business development, evaluation, negotiation, structuring, and executing new investment transactions. The candidate will also be required to oversee select key client portfolio accounts with duties that include portfolio restructurings, rescheduling, capital increases, equity sales, etc. Finally, the successful candidate will be a proven corporate leader in areas such as mentoring and other corporate strategic initiatives, coordinating on a continuous basis with relevant Country Managers and Officers in MCT, staff from Global MAS and other Regional Industry units in MCT as well as other relevant Departments/Divisions within IFC (such as Risk, Special Operations, Environmental and Social, Treasury, and Legal).

Roles and Responsibilities

- Source and evaluate opportunities that are not only financially, environmentally, and socially sustainable but also have significant development impact
- Set strategy and lead efforts to develop a strong pipeline of good-quality investment opportunities in Türkiye and other MCT countries
- Manage mapping exercises undertaken by more junior investment staff
- Contribute to the active building of the MAS equity and debt portfolio
- Lead the evaluation, structuring, negotiating, and closing of simple and complex transactions
- Prepare investment process documentation for internal review and decision
- Lead portfolio restructurings, rescheduling, capital increases, equity sales, etc.
- Ensure timely and high-quality portfolio actions on complex issues (such as restructuring, equity sale, and loan conversion) as well as regular waivers and amendments
- Via quality control provisions, supervise teams monitoring key client compliance with IFC financial, environmental, legal, and other requirements
- Proactively engage with the Independent Evaluation Group (IEG) and relevant project teams on assessments of IFC's investment portfolio and
- Contribute to and produce Knowledge Management tools through relevant Lessons Learned from the portfolio and maintain feedback loops from portfolio to new business development, including Upstream Selection Criteria

- MBA or equivalent professional qualification and a minimum of 15 years of relevant work experience
- Familiarity with MAS sectors
- Experience sourcing new clients and securing investment mandates, commitments, and disbursements with a preference for the MCT region
- Strong sense of service to clients and demonstrated business development and portfolio aptitude. Proven success in developing client relationships and monitoring quality

investments• Ability to deliver high-quality work within deadlines to meet team objectives• Ability to develop innovative solutions and challenge the status quo to build the business• Strong written and verbal communication skills in English are required; fluency in Turkish is preferred, while fluency in other MCT languages is also a plus• Ability to work in the organizational matrix as an integral part of the Regional Industry Department and an extended member of the Global MAS team• Ability to collaborate closely with other parts of the World Bank Group and other DFIs and financing institutions and banks• Awareness of environmental and social sustainability issues usually associated with projects in MAS and• Demonstrated leadership skills and strong teamwork and communication in a highly diverse virtual environment

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.

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