



Donor Funded Staffing Program

TOR No:	<u>2023-020</u>
Title:	Junior Professional Officer
Grade:	UC
Division/VPU:	IFC-CGIVP (Industries) /CDFDR (Disruptive Technologies and Funds)
Duty Location:	Washington, D.C
Appointment Type and Duration	Two-year Term Appointment

BACKGROUND

IFC has embarked on an ambitious new growth strategy (IFC 3.0) to stimulate more investment activity, especially in Low Income Countries (LICs) and Fragile and Conflict-affected States (FCS). This strategy calls for cultivating future investment opportunities by working “Upstream” to create and expand markets through designing projects and developing ideas that unlock investment opportunity. It requires taking a systematic approach to understanding the regulatory and sector bottlenecks that prevent the flow of private capital into productive investment in our member countries and addressing these bottlenecks through World Bank engagement on policy reforms and programmatic interventions at the country and sector level. It also requires capacity to leverage WBG programs and projects to (i) develop our own proactive sector interventions and (ii) to imagine and design projects even in the absence of reforms.

IFC's Disruptive Technologies and Funds Group (“CDF”) invests in digital economy focused private sector companies and it takes a lifecycle approach to investment to accelerate development and growth: CDF has a successful track record of equity investments in start-up accelerators, venture capital and growth equity and working with the larger IFC group to support businesses from seed to scale. CDF is unique for both its regional and global perspective on venture and growth equity, long-term approach to investments, and ability to leverage the resources of the entire World Bank Group towards value creation. CDF has created a Global Upstream Unit (GUU) to drive the upstream mandate to incubate opportunities, focus resources, and coordinate initiatives across IFC and the WBG to create new markets in a digitally driven economy with a focus on LICs and FCS. The unit aims to create a multiyear pipeline of investments / projects that accelerate the ability of IFC to meet its strategic development goals where climate change and technology, digitalization including digital skills and digital entrepreneurship for fast-changing labor markets will be key priority areas.

DUTIES AND RESPONSIBILITIES

The roles and responsibilities of the position will include but not be limited to:

- Support the identification and assessment of Upstream opportunities based on country and sector strategies and market creation potential.

- Contribute to the development of market feasibility assessments, implementation strategies, market entry plans for Upstream projects that unlock IFC investment.
- Support projects with a goal of building scalable platforms (i.e. Scaling Solar) that can be replicated across markets with a focus on IFC strategic priorities including but not limited to digital skills, digital entrepreneurship, climate, health-tech and embedded finance.
- Help spot game-changing trends, technologies and business models that can create impact and business opportunity in emerging markets.
- Contribute to regular reports on the assigned Upstream portfolio including monitoring progress against project milestones and key performance indicators.
- Contribute to sector-specific data analysis and stress-testing of various operating models to help generate ideas for new projects, new products and platform businesses.

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

- Master's degree or equivalent professional qualification in Business, Finance, Economics, International Relations, Science, Engineering, or other relevant field.
- 3-4 years of relevant experience in entrepreneurship ecosystem development, project development, hands-on advisory and/or consulting functions in emerging markets relating to catalyzing investment opportunity.
- Genuine commitment to development and to the World Bank Group and IFC's mission, strategy, and values.
- Understanding of IFC's strategic priorities and changing business model against the backdrop of IFC 3.0.
- Demonstrated capacity to innovate and challenge the status quo and experience in new idea generation, business development, and creating projects/programs from scratch.
- Understanding of digital economy and emerging technologies in high-growth economies and ability to link policy reforms, advisory interventions, investment, and mobilization to deliver solutions at a country level via the Cascade approach.
- Outstanding analytical and critical thinking skills.
- Strong written and verbal communications skills in English.