

Regional Industry Manager, FIG, Asia

Job #: req25448
Organization: IFC
Sector:
Grade: GH
Term Duration: 4 years 0 months
Recruitment Type: International Recruitment

Location: Colombo, Sri Lanka/Dhaka, Bangladesh/or Kathmandu, Nepal

Required Language(s): English
Preferred Language(s):
Closing Date: 1/3/2024 (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 and the world’s largest multilateral source of loan and equity financing and advisory services for private sector in the developing world. 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 US\$43.6 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. Working with 2,000 businesses worldwide, IFC draws on more than six decades of experience to create opportunities and solutions where they are needed most. For more information, visit www.ifc.org.

IFC is seeking to recruit an Industry Manager for its Financial Institutions Group (FIG) operations in Bangladesh, Sri Lanka and Nepal (the “Countries”). The position is based in either Dhaka/Bangladesh, Colombo/Sri Lanka, or Kathmandu/Nepal.

The Industry Manager will be responsible for driving business development and overseeing the portfolio for FIG in Bangladesh, Sri Lanka and Nepal. She/he will work closely with the management and colleagues from FIG. She/he will also coordinate on a continuous basis with the Country Managers, the Regional FIG Leadership Team, as well as other relevant Departments/Divisions within IFC (such as Special Operations (CSO), Treasury, Legal, Equity Mobilization, etc.) as well as the World Bank/MIGA. She/he will have direct supervisory responsibility over the investment staff and analysts, and other staff as determined. The Industry Manager will report to the Regional Industry Director, FIG Asia & Pacific.

Duties and Accountabilities

- Develop the strategy for IFC’s FIG business in the Countries, in partnership with the regional and industry management and relevant World Bank Group colleagues, including key business targets for the FIG regional investment program, with a focus on high impact projects.
- Build and maintain high level relationships with clients in the Countries, understand sector trends, lead multidisciplinary teams to turn leads into deals that effectively balance IFC’s additionality, financial risks and rewards, sustainable development impact and opportunity for innovation and scalability.
- Lead business development efforts in the Countries, together with the regional/country teams, and global FIG teams, manage selected FIG client relationships and ensure high level of client satisfaction and program delivery within impact and profitability targets.
- Actively manage profit and loss (P&L) for the FIG business in the Countries, with strong revenue and net income generation for long-term financial sustainability.
- Assume the transaction manager role and provide credit and investment guidance to teams as well as quality control and credit on teams’ output.
- Ensure the timeliness and quality of complex portfolio actions (such as restructuring, equity sale, loan conversion) as well as regular waivers and amendments.
- In coordination with the FIG Global Equity Head and equity investment leads, contribute to the active management of the FIG equity portfolio in the Countries focused on value add as well as equity sales that ensure successful exits.
- Perform regular asset valuations and make recommendations on loan loss reserves and write-downs.
- Coordinate as relevant with CSO on rescheduling and restructuring situations.
- Ensure timely, accurate and “value added” regular monitoring and reporting on the portfolio; provide early warning for assets at risk.
- Organize and lead regular loan and equity asset review meetings in coordination with the Regional Industry Director for the region.
- Supervise compliance with IFC financial, environmental, legal and other requirements.
- Provide quality control to compliance reporting and to portfolio transactions like rights issues, term modifications and directorship nominations.
- Provide portfolio management leadership for the Countries, in close coordination with the regional and global FIG teams.
- Proactively engage with the Independent Evaluation Group (IEG) and relevant project teams on assessments of IFC’s investment portfolio.
- Contribute to knowledge management through relevant lessons learned from the portfolio and maintain feedback loops from portfolio to new business development, including Upstream.
- Staff new and portfolio projects with the appropriate teams from the regional and global FIG resources with the view to deploying best technical expertise and providing best possible client service, while keeping in mind career and training development needs of IFC investment staff.
- Lead and manage the FIG teams in the Countries and ensure the teams are high-performing, well-motivated and committed to the success of IFC.
- Actively contribute to the Regional Leadership Team and the Global FIG Management Team.
- Provide the full range of administrative and HR management oversight.

Selection Criteria

- Master’s degree or equivalent professional qualification and a minimum 12 years of relevant work experience.
- Proven experience sourcing and structuring complex investment transactions in the FIG sector with strong track record in developing client relationships and processing quality investments.
- Demonstrated ability to think strategically, develop innovative solutions, challenge the status quo and make sound decisions to build IFC business.
- Strong sense of service to clients and demonstrated business development aptitude. Proven success in developing client relationships and executing quality investments.
- Ability to deliver high-quality work within deadlines to meet team objectives.
- Good “deal sense” based on demonstrated strong analytical skills and sound business judgment.
- Excellent people management skills and openness to feedback; new ideas and ability to guide staff to solutions to problems.
- Strong written and verbal communications skills.
- Ability to work in the matrix as an integral part of the Regional Industry Department.
- Ability to collaborate closely with other parts of the World Bank Group and other MDBs.
- Demonstrated leadership skills and strong teamwork and communications in a highly diverse, virtual environment.
- Ability to plan and manage staff to achieve high-quality results and encourage innovation in an open team-based environment, inspiring trust and influencing and resolving differences across organizational boundaries.
- Meet World Bank Group-wide managerial competencies - Courage of your Conviction, Leading the Team for Impact, Influencing Across Boundaries, Fostering Openness to New Ideas, Building Talent for the Future.

[World Bank Group Core Competencies](#)

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.

We are proud to be an equal opportunity and inclusive employer with a dedicated and committed workforce, and do not discriminate based on gender, gender identity, religion, race, ethnicity, sexual orientation, or disability.

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