

## **Description**

Build a career with impact. Working at the World Bank Group (WBG) provides a unique opportunity to help countries solve their greatest development challenges. As one of the largest sources of funding and knowledge for developing countries, the WBG is a unique partnership of five global institutions dedicated to ending poverty, increasing shared prosperity, and promoting sustainable development. With 189 member countries and more than 120 offices worldwide, the WBG works with public and private sector partners, investing in groundbreaking projects and using data, research, and technology to develop solutions to the most urgent global challenges.

The International Finance Corporation (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 2025, IFC committed a record \$71.7 billion to private companies and financial institutions in developing countries, leveraging private sector solutions, and mobilizing private capital to create a world free of poverty on a livable planet. For more information, visit [www.ifc.org](http://www.ifc.org).

The IFC Cotonou Benin office is seeking a qualified Investment Officer to drive impactful private sector Manufacturing (including construction materials, chemicals, fertilizers, textiles, light manufacturing etc.) and Services (retail, tourism, health, education) investments in Benin and in the West Africa.

The Country Office is partnering with the MAS Industry Department who play an important role in supporting IFC's strategic priorities, covering investments in the manufacturing, agribusiness and services sectors (services' include health and education plus tourism, retail and property). MAS' sectors play a vital role in addressing core needs and creating jobs.

This role focuses on advancing IFCs strategic priorities from Benin a Joint Country Representation office. Reporting to the World Bank Group Country Manager/Country Officer with a co-supervisor from MAS Manufacturing / Services West Africa Manager(s), the Investment Officer will conduct a wide

variety of corporate and Project Finance activities, including investment, upstream, and advisory project origination and processing. It also involves the preparation of presentations and pitch books for IFC's participation in workshops, conferences, and high-level meetings; intensive relationship management with government and business representatives; contribution to strategy formulation, as well as knowledge dissemination.

**Role Responsibilities:**

Proactively identify potential investment partners and opportunities based on industry experience, reputation, market potential, financial capability and strategic fit.

- Lead/participate in structuring, negotiation, and execution of financial transactions, including debt, equity, and blended finance instruments, ensuring alignment with IFC's strategic priorities and risk management frameworks.
- Conduct comprehensive financial modeling, credit analysis, and due diligence to assess the viability and sustainability of potential investments, ensuring adherence to IFC's investment standards and policies.
- Monitor and supervise a portfolio of existing investments, including managing client relationships, tracking financial and operational performance, and addressing challenges such as restructurings, modifications, or negotiated exits.
- Build and maintain strong relationships with private sector clients, financial institutions, technical partners, and government stakeholders to foster trust, identify opportunities, and promote IFC's value proposition.
- Provide industry insights and market intelligence on MAS sectors, including trends, risks, and opportunities in the sub-region, to inform investment strategies and decision-making.
- Collaborate with cross-functional teams, including environmental, social, and governance (ESG) and Gender specialists, to ensure investments meet IFC's sustainability and impact objectives.
- Drive business development efforts by proactively engaging with potential clients, identifying their needs, and tailoring IFC's financial solutions to support their growth and development goals.
- Prepare high-quality investment proposals, presentations, and reports for internal and external stakeholders, ensuring clarity, accuracy, and alignment with IFC's strategic goals.

- Mentor and support junior team members, fostering a collaborative and inclusive work environment that reflects IFC's commitment to diversity, innovation, and professional growth.
- Represent the WBG/IFC as needed.
- Provide in-country support, and subsequent follow-up to IFC visiting missions as needed.
- Perform other such duties as may be required from time to time to meet emerging, ad-hoc corporate requirements, and/or respond to internal or external requests.

### **Selection Criteria**

- MBA, Masters degree in one or more of the following disciplines: Business, Economics, Finance or Business Management;
- At least 8 years professional experience in positions of increasing complexity and responsibility that includes significant experience in finance, investment banking, structured finance, or corporate finance, with a proven track record of sourcing, structuring, and closing private sector debt and equity investments.
- Experience in executing investment transactions, with proven success in developing client relationships as well as sourcing, negotiating, structuring, and closing quality investments.
- Ability to assess the attractiveness of specific investment opportunities with a strong focus on credit quality and development impact and make recommendations to IFC's management Knowledge and experience of the market in Benin and West Africa are a plus.
- Strong business judgment in identifying potential business partners.
- Excellent financial, modelling, equity and credit skills; sound business judgment and demonstrated ability to structure a variety of complex financial instruments (debt, mezzanine and equity). This includes processing mandates, conducting due diligence, structuring deals, negotiate terms and documentation, arrange syndications, and process internal approvals
- Client relationship skills, track record and ability to focus on client needs effectively. Ability to interact directly and independently with the senior management of clients, financial and technical partners as well as senior government officials.

- Strong interpersonal skills, ability to work successfully in multicultural teams and across boundaries and to build networks across the region, including the ability to mentor and coach others to achieve results.
- Excellent organizational, administrative, and time management skills;
- Proven ability to work independently and deliver promptly and efficiently under pressure and meet tight deadlines;
- Willingness to travel extensively;
- Excellent verbal and written communication skills in English and French.

**WBG Culture Attributes:**

1. Sense of urgency: Anticipate and quickly respond to the needs of internal and external stakeholders.
2. Thoughtful risk-taking: Challenge the status quo and push boundaries to achieve greater impact.
3. Empowerment and accountability: Empower yourself and others to act and hold each other accountable for results.