**Public-Private Partnership**

**Inter-American Investment Corporation (IIC)**

The Inter-American Investment Corporation (IIC), a member of the Inter-American Development Bank Group (IDBG), is a multilateral organization based in Washington D.C., which is committed to the development of Latin America and the Caribbean (“LAC”) through the private sector. As part of its mission, the IIC supports the private sector and state-owned enterprises through financing in the form of loans, equity investments, and guarantees. IIC management is searching for a highly qualified Advisory Service Consultant within the Advisory Services and Blended Finance Team (“NFP”), within the Investment Operations Department (“INO”).

INO follows a matrix model, with three segment Divisions covering; Infrastructure and Energy (IEN), Financial Institutions (FIS) and Corporates (SMC), and transversal areas such as the Financial Products and Services Division (FNP), in charge of capital market solutions, trade and supply chain finance and resource mobilization, the Portfolio Management Division (PTM), the Advisory Services Team (NFP, in charge of technical cooperation and blended finance), and equity products. The Department’s goal is to generate sustainable projects with significant development impact from the prospecting stage through closing and monitoring.

INO/NFP works closely with INO’s Segment Divisions to prepare impactful projects, mainstreaming sustainability considerations, supporting champions in specific sectors through knowledge products and outreach activities, and influencing the market through publications, conferences and other activities. The Team also manages third party funds for technical assistance solutions that provide additionality to loan operations.

The Public-Private Partnership Consultant will join the INO/NFP PPP team and will be expected to lead and support the formulation of policy, strategies and programs to accelerate private sector development and public-private partnerships (PPP) in Latin American and the Caribbean. Monitor and engage Governments and other stakeholders in policy dialogue on reforms to enhance the incentive framework for increased private participation. Support the development, structuring and delivery of PPP projects across all sectors including basic infrastructure (water and wastewater, transport, solid waste, etc), energy and manufacturing as well as regional cooperation initiatives with PPP elements.

**Main Responsibilities**

* Lead the design of strategies and programs for private sector development and PPP promotion in coordination with sector stakeholders and relevant government agencies.
* Stays abreast of latest trends and development addressing PPP related issues
* Develop white papers and policy papers focused on innovations on PPP implementation throughout LAC
* Analyze IDBG involvement in PPP projects in the past to develop analyses on best practices and lessons learned
* Proactively undertake business development for PPP services in the region.
* Collaborate with IDBG’s operational divisions to identify opportunities for the development of PPP projects
* Coordinate and support project teams in identifying, developing, structuring and executing PPP projects across the main sectors.
* Liaise and coordinate with development stakeholders and partners and private sector institutions on co-financing for PPPs.
* Promote the application of innovative PPP structures and approaches within the organization.
* Maintain knowledge of emerging best practices on enhancing private sector development and PPPs using guidelines through internal and external networks.
* Participate and contribute to internal and external training programs and conferences on private sector development and PPPs.
* Manage client expectations and provide appropriate advice as necessary through proposing practical solutions.
* Manage marketing of project concepts to bidders, completing road-shows, prequalification, tendering and award, and negotiations.

**Qualifications:**

**Education*:***  A Master’s Degree in Economics, Business and/or other related fields.

**Experience:**  At least 6 years of relevant experience in the PPP advisory services area.

* Knowledge of Public Private Partnership schemes in LAC.
* Experience developing infrastructure projects across different sectors
* Candidates should possess a clear understanding of private sector operations (including those of multilateral and/or development finance institutions), the operational frameworks of the IIC, public sector or other multilateral institutions (including their special governance, mandates, safeguards and human resources structures)
* Entrepreneurial skills and ability to take initiative and identify new areas of work that would bring value to the IIC.
* Experience working with multi-lateral institutions is a plus.
* Collaborative and ability to work well in teams.

**Language Skills:** oral and written proficiency English required; Spanish language preferable; knowledge of Portuguese and/or French is a plus.

**Technical Competencies:**

**Strategy Development:** Develops strategy through a rigorous and inclusive process; leverages best practice models and frameworks; leads its implementation and evaluates its impact.

**Country Knowledge, Policy & Dialogue**: Builds knowledge of client countries and regions and applies that understanding to development of IIC policy, strategy, dialogue and stakeholder relationships.

**Communicating Impact/Storytelling:** Communicates IIC messages and content in powerful narratives and stories to influence audience.

**Project and Process Management:** Applies best practice project and process management tools and processes to execute projects and assignments systematically on time, on budget and with the most effective allocation of resources.

**Economics:** acquires a deep understanding of economics, economic theory and quantitative methods, and the application of economic research to strategy and the design of projects and programs.

**Relationship Management:** Manages internal or external clients and their needs by building relationships, maintaining contact, and gathering a deep understanding of their function or business.

**Market & Developmental Analytics:** Uses analytical processes, methodologies and tools to interpret market behavior and understand developmental progress/impact.

**Project Design and Structuring:** Designs and structures projects that are sustainable, financially and developmentally sound and contribute to the IIC mission.

**Core Competencies:**

**Collaboration, Teamwork and Inclusion:** Work cooperatively with others independent of background or organizational role and takes a team-based and inclusive approach to projects and decision-making.

**Innovation and Creativity:** Develops imaginative ideas and solutions through creativity, experimentation and critical thinking.

**Quality and Efficiency in All We Do:** Creates and/or implements standards of excellence for products and services ensuring consistency, accuracy, reliability and efficiency. Continuously seeks new ways of making processes run smoother and faster to enhance outcomes.

**Communication and Influence:** Communicates effectively and leverages relationships and strategies to influence others.

**Client Focus:** Understands client needs and provides services that meet their expectations for quality and performances; meets the IIC’s expectations for ethical behavior.

***The IIC offers a competitive benefits & compensation package, including relocation expenses (if applicable).***

***The IIC is committed to diversity and inclusion and to providing equal opportunities in employment, embracing diversity on the basis of gender, age, education, national origin, ethnic origin, race, disability, sexual orientation, religion, and HIV/AIDs status. Women, Afro-descendants and persons of Indigenous origins are encouraged to apply.***