**Innovation Advisory Services**

**Inter-American Investment Corporation**

The Inter-American Investment Corporation (IIC), a member of the Inter-American Development Bank (IDB) Group, 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. At this time, 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, resource mobilization and equity investments, the Portfolio Management Division (PTM), the Advisory Services Team (NFP, in charge of technical cooperation and blended finance). The Department’s ultimate 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 and Product 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 Innovation Advisory Services Consultant will maintain the responsibility for leading the design and implementation of an advisory services line of operation as well as the development of a thought leadership and knowledge agenda aimed at supporting MSME growth in the region.

**Location:** Washington DC.

**Main Functions and Responsibilities:**

The Innovation Advisory Services Consultant main functions and responsibilities shall include:

* Support the implementation of the IIC’s MSME development strategy with a particular focus on promoting the spread of innovations and knowledge that facilitate MSME access to finance, markets, skills and technology;
* Support the implementation of the IIC Telecom, Media and Technology action plan;
* Lead the design and implementation of a portfolio of advisory services products and services and lead the business development efforts; identify and prioritize potential clients;
* In collaboration with Segment Divisions, provide advisory services to IIC clients in the following areas
  + Support financial actors to develop and expand products, programs, and geographic reach to address the needs of high growth MSMEs;
  + Support entrepreneurship and innovation programs and ecosystems with a particular focus on technology based and knowledge based MSMEs;
  + Foster value chains integration and promote financing opportunities for MSMEs in fields such as agribusiness, manufacturing and telecom and media. Promote supply chain support services and finance schemes to increase innovation and technology adoption for MSMEs;
* Keep abreast of industry dynamics, innovation being introduced in the market by competitors and of developments in Latin America and the Caribbean;
* Lead the creation and dissemination of knowledge and best practices across clients and the LAC private sector innovation and technology ecosystem;
* Promote digital inclusion and the adoption and scale up of new technologies such as fintech to reduce market failures and barriers to serve MSMEs;
* Provide technical advice and support the development of Country Strategies and the IIC’s multi-year Business Plans, helping to identify and overcome relevant specific institutional and regulatory issues as well as investment opportunities related to MSME development;
* Lead fundraising efforts to mobilize donor resources towards innovation and technology;
* Oversee the preparation and communication of lessons learned related to advisory services within and outside the IDBG. Disseminating information to project teams on transaction strengths, weaknesses, risks and risk mitigation options. Represent the IIC in multilateral, global and regional MSME forums, industry events and working groups;

**Qualifications:**

Experience in innovation and technology finance and/or consulting services. A strong understanding of innovation policies and barriers, innovation systems and local economic development is also essential. Familiarity with new trends in MSME support and new technologies will be highly valued. An understanding of the operational work of the IIC or similar multilateral institutions as well as an understanding of the operational frameworks of public sector and/or multilateral institutions (including their special governance, mandates, safeguards, and human resources structures) will be a plus.

**--Education:** An advanced degree (at least Master’s, MBA, or equivalent) in Finance, Business Administration, Engineering, International Development and/or other relevant fields.

**--Experience:** At least 8 years of relevant professional experience in MSME Finance and MSME Support with a proven track record of working with private sector actors and development organizations. Understanding of client needs and challenges, market idiosyncrasies, and drivers of change in Latin America and the Caribbean shall be highly valued.

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

**Technical Competencies:**

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

**Sector and Thematic Expertise** – Develops and applies specialized sector or strategic expertise to projects.

**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.

**Core and Leadership Competencies:**

**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 to make processes run smoother and faster to enhance outcomes.

**Communication, Influence and Accountability** – 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 performance; meets the IIC’s expectations for ethical behavior.

**Developing People and Teams to Deliver Results** – Builds employee talent and capability and communicates their accountability for development as well as meeting business goals.

**Promoting Diversity, Inclusion and Collaboration** – Improves and ensures a diverse environment by actively working to build, coach and empower teams with diverse backgrounds (e.g. gender, ethnic origin, disability, sexual orientation, background, perspective).

**The IIC offers a competitive benefits & compensation package.**

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