Public-Private Partnership Specialist

JOB PURPOSE

Lead and support the formulation of policy, strategies and programs to accelerate private sector development and public-private partnerships (PPP) in developing member countries (DMCs) and its integration into the operations of ADB's regional Departments. Monitor the investment climate in DMCs and engage Governments and other stakeholders in policy dialogue on reforms to enhance the incentive framework for increased private participation. Lead the development, structuring and delivery of PPP projects that draw on commercial and noncommercial financing across all sectors, including the energy, transport, urban development, finance, and agriculture and social services sectors, as well as regional cooperation initiatives with PPP components. Work directly with governments, private sector investors and financial institutions within a framework of general policies, principles and goals.

EXPECTED OUTCOMES

Policies, Strategy, and Planning
- Lead in formulating strategies and operational programs for private sector development and PPP promotion in DMCs in coordination with sector divisions, Private Sector Operations Department (PSOD), and in consultation with relevant government agencies.
- Participate in the preparation of Country Partnership Strategy (CPSs) and annual business plans and economic, thematic and sector work undertaken by sector divisions.
- Liaise with PSOD in the preparation of private sector assessments for CPSs, and for identification of common work initiatives.
- Conduct policy dialogue with Governments, development partners, the private sector, and other stakeholders to identify and address challenges to scaling up private sector development and PPPs in DMCs.
- Coordinate with sector divisions in promoting sector strategies to facilitate the financing of PPP infrastructure projects on non-sovereign and sovereign basis.

Project Processing and Administration
- Advise and assist sector divisions in identifying, developing, structuring, and executing non-sovereign and sovereign PPP projects across all sectors. Actively support the development and financing of demonstration projects which apply innovative PPP approaches.
- Develop technical assistance (TA) projects to improve the investment climate and facilitate mobilization of private sector participation and financing.
- Liaise and coordinate with development partners and private sector financiers on co-financing for PPPs.
- Ensure quality of lending and non-lending private sector development and PPP operations and compliance with sector policies and strategies.

Knowledge Sharing
- Promote application of innovative PPP structures and approaches within the Department.
- Advise on the financial risks in implementing PPPs and identify necessary mitigating and corrective actions.
- Act as resource person on financial structuring related issues, including resolving complex
financial structuring issues.

- Maintain knowledge of emerging best practices on enhancing private sector development and PPPs, including good practice examples, and guidelines through internal and external networks. Keep abreast of latest trends and developments in addressing PPP related issues. Ensure comparability of the Department's operations to best practices.
- Participate in and contribute to internal and external training programs and conferences on private sector development and PPPs.

Staff Supervision

- Take the role of team leader and supervise the work of team members.
- Supervise the performance of reporting staff, providing clear direction and regular monitoring and feedback on performance
- Ensure the ongoing learning and development of reporting staff

EDUCATION REQUIREMENTS

Master’s Degree in Economics, Business and/or other related fields. University degree with specialized experience in Business Administration, Finance, Economics, Public-Private Policy in similar organization/s, may be considered in lieu of a Master’s degree

RELEVANT EXPERIENCE

- Suitability to undertake the responsibilities mentioned above at the required level.
- At least 10 years of relevant professional experience in structured finance, including hands-on experience in originating, structuring, and executing loans and structured finance transactions for infrastructure projects and/or hands-on experience developing and financing PPPs, including structuring and delivering infrastructure projects with PPP components
- Experience in structuring and financing low carbon infrastructure PPPs is desirable
- Demonstrated ability to negotiate with project sponsors, financing parties, institutional investors, and governments
- Proven strong analytical capabilities, particularly in credit assessment and risk mitigation
- Excellent oral and written communication skills in English.
- International experience working in development in several countries.

CORE COMPETENCIES

Application of Technical Knowledge and Skills

- Regularly shares knowledge on new international best practice trends in comparator situations
- Proactively applies relevant international best practices to own work
- Convinces others to adopt international best practice by explaining the situational relevance and benefits

Client Orientation

- Helps colleagues work effectively with clients in different contexts and from diverse backgrounds and country situations
- Adapts own approach and style when interacting with clients, as opposed to requiring them to adapt
• Draws upon international best practice in exploring solutions with clients
• Confirms the clients’ understanding and agreement before progressing

**Achieving Results and Problem Solving**
• Draws on own and others’ multi-country experience to identify viable courses of action when conducting analyses
• Helps internal and external clients achieve quality results beyond presenting problems and precedent
• Highlights possible solutions for project issues based on relevant multi-country and/or multi-client experience
• Regularly contributes insights and experiences to colleagues in the Division to help them achieve quality results
• Overcomes unexpected difficulties and challenges to produce desired outcomes

**Working Together**
• Maintains collaborative relationships within the Department
• Works effectively with diverse colleagues in own and other Divisions and Departments
• Flexibly alters positions and adjusts previously stated points of view to support the group consensus
• Follows through on team priorities in the absence of a team leader

**Communication and Knowledge Sharing**
• Checks the audience’s level of understanding and awareness of required follow up actions
• Consistently seeks and addresses feedback on own performance
• Creates knowledge products endorsed for wider distribution based on lessons and multi-country experience
• Independently amends and clarifies messages and documents

**Innovation and Change**
• Actively supports work improvement and/or organizational change by work and deed
• Develops and adopts change plans to support Division initiatives on which one works
• Considers current and future client needs in proposing ideas
• Vocalizes early support for change
• Recommends inputs to new policies, systems and processes in immediate work area

**REPORTING RELATIONSHIPS**
• Supervisor: Director
• The following staff positions report to the Public-Private Partnership Specialist:
  o National Staff
  o Administrative Staff

We encourage diversity in our workplace and support an inclusive work environment. Women are encouraged to apply.