

IDB2540 - Directeur des produits et des partenariats (CPO)

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Unité commerciale: Complexe président
Division: N'est pas applicable
Département: N'est pas applicable
Pays: Arabie Saoudite
Emplacement: Arabie Saoudite - Djeddah
Date de clôture: 14-févr.-2021

But du travail ::

Le but de ce rôle est de diriger et de superviser toutes les activités de déploiement des produits de développement, y compris l'analyse du marché, l'établissement de partenariats concrets au niveau des produits, la mobilisation active des ressources financières et techniques, conformément aux besoins des pays et aux meilleures pratiques mondiales.

- Le rôle dirige l'organisation des produits et la direction stratégique de la Banque dans les domaines du financement public (souverain), du privé (financement non souverain, des partenariats de cofinancement et des produits du savoir, de manière à aider la Banque à fournir des solutions de financement appropriées avec des termes et valeur ajoutée durable
- Le rôle est responsable du cycle de bout en bout de la gestion / du déploiement des produits dans les principaux secteurs d'activité de la banque.
- Le rôle définit le processus / les manuels d'engagement produit du point de vue des bénéficiaires (côté demande) et des partenaires (côté offre) couvrant les aspects développementaux, financiers et stratégiques.
- The role oversees product continuous improvement through rigorous evaluation of results/impact and assessment of evolving member country needs and industry best practices.
- The role interacts with IsDB research arm to define annual product research and development needs aimed at sponsoring relevant external research through a global fellowship network.
- The role oversees the development of product level partnerships aimed at strengthening the offerings of IsDB to its member countries and co-financiers.

- The role builds upon the existing relationships with major developmental partners such as Arab Coordination Group, MDBs, UN system and Private Sector partners such as business enterprises, philanthropic and corporate foundations, financial institutions, and seeks to establish new network of collaborative alliances with private and public entities to augment the Bank's contribution to the sustainable Development Goals.
- The CPO plays a key role in expanding IsDB's off-balance fund activities to leverage IsDB's prestigious reputation and financial credibility.
- The role provides thought leadership around new and innovative development resource mobilization mechanisms in line with the new business model to serve the Sustainable Development Goals and the IsDB's Pillar targets in the Bank's strategy.
- The role is responsible for the establishment of new mode of business through crowd engagement.
- The role is responsible for raising visibility of IsDB through representing IsDB in major development events, in addition to developing and implementing capacity building and producing knowledge products for external partners.
- The role is responsible for coordinating IsDB Group-wide formulation of projects under MCPS Programs in accordance with IsDB development products' rollout plans.
- The role is responsible for reviewing and overseeing all projects as well as IsDB-managed funds to ensure continuous optimal alignment of IsDB products with member countries' needs
- The role promotes STI mainstreaming in key sectors development interventions

Chief Product & partnership Officer is mainly responsible for;

- Creating product vision and strategy,
- Leading product research and innovation,
- Guiding product design and development,
- Ensuring oversight of product usability testing and product launch,
- Coordinating product management and product marketing,
- Supervising product analytics, and
- Ensuring product financial viability and sustainable added value.

Key Accountabilities:

Development Products Management :

- The role is responsible for the end-to-end cycle of product management/rollout in the bank's core sectors of operation.
- The role defines product engagement process, manuals, guidelines, and guiding notes from the perspective of beneficiaries (demand-side) and partners (supply-side) covering both developmental and financial aspects.
- The role oversees product continuous improvement through rigorous evaluation of results/impact and assessment of evolving member country needs and industry best practices.
- The role interacts with IsDB research arm to define annual product research and development needs aimed at sponsoring relevant external research through a global fellowship network.

Partnerships, Resource mobilization, and Crowd Engagement:

- Derives goals for Chief Products Officer Directorate from IsDB's strategy.
- Leads development of the IsDB strategy for product management and development partnerships.
- Consolidate individual sector-level strategies to contribute to formulation of Bank's overall strategy and ensure coordination and collaboration across product teams as needed to ensure synergies and within integrated solutions that achieve Member Country Partnership Strategies (MCPS)
- Build upon the existing relationships with major developmental partners, and seek to establish new network of collaborative alliances with private and public entities in coordination with the Alternative Development Finance Unit.
- Oversee structured product-level market sounding and project-level fundraising through deal/non-deal roadshows and networking events that lead to partnership development and resource mobilization and enhancing IsDBG's position in the international development finance community.
- Lead the development of new resource mobilization mechanisms built into IsDB products and mainstreamed into product engagement process.
- Explores ways and means to expand and deepen engagement of partnerships in IsDBG products forging closer cooperation and coordination with international institutions, intergovernmental organizations, as well as regional and national organizations, NGOs, and Philanthropists.
- Monitors and follows up on pledges made, and catalyzes new pledges from traditional (member countries) and emerging sources (e.g., private sector), in close coordination with the different funds set up by the bank (this will include identifying opportunities for launching new specialized sector level platforms).
- Initiates (in collaboration with concerned organization units) new focused strategic partnerships and global alliances with public and private entities to tap their technical and financial resources for the achievement of the common objectives in member countries.

- Monitors the implementation of the MOUs signed by IsDB with bilateral/regional/international organizations and other strategic partnership arrangements (e.g. Cooperation MOUs, Co-financing Agreements) focusing on product level engagements.
- Expands IsDB's off-balance funding capacity to leverage IsDB's reputation and financial credibility to mobilize official development assistance and capital markets funds and donations for deployment in socio-economic developmental projects

Organization's visibility

- Represents the bank in external forums regarding topics related to core sectors of operation for the bank and present the Bank's perspective in these forums.
- Promotes a positive brand image and increase its global visibility and leverage upon global influencers to act as ambassadors for the Bank's developmental work.
- Supports enhancing IsDB's positioning within the international development financing community.
- Guides the 'marketing' of partnership opportunities with existing as well as prospective development partners for country, regional and thematic programs

Alignment of Operations with Country Needs and Global Best Practices

- Set strategic priorities in global practice areas with the aim of ensuring that operational activities are delivered effectively.
- Ensure that Strategy of the Bank is translated into policies and strategies that align with Global Best Practices with the President Program.
- Keep track of emerging trends and latest development themes that will have implications on IsDB product offerings from supply and demand perspectives.
- Supports the Management of the Bank in formulating views and adopting positions on key development challenges facing Member Countries.
- Guide the directorate to become a knowledge-based function for global practices areas and building the knowledge expertise in key sectoral areas.
- Is ultimately responsible for cascading the bank's strategy across the 4 result areas namely: (a) infrastructure (b) Resilience (c) Islamic Financial and (d) Regional Cooperation and Integration.
- Is ultimately responsible for the operational policies and standards and ensures smooth collaboration with the COO and regional hubs to ensure high quality of entry and implementation of projects.
- Ultimately responsible for project design within MCPS Programs to maximize development impact and external resource mobilization from traditional and alternative sources of development finance.
- Oversees cooperation across global practice areas and consults stakeholders in order to understand and obtain feedback on IsDBG products for continuous improvement purposes. • Advises top leadership of the bank in formulating views and adopting

Relationship management

- Manage and maintain close relationships with key IsDB counterparts (Chiefs).
- Manage and maintain close relationships with key IsDB counterparts who are responsible for core sectors of operations in partners organizations.

Governance, policies, and procedures:

- Develop and update the pillar strategies/policies for the Bank related to development such as sectoral/thematic policies, partnerships, and cofinancing.
- Assess the adequacy, alignment and effectiveness of the operations policies and guidelines with respect to the Bank's overall strategic priorities, best practices, and emerging international development context.
- Provide expertise and advice regarding improvement of operational policies, guidelines, and procedures.

Leadership, People, and organization development

- Provides leadership for the organization units under CPO Directorate.
- Ensures all the directorate organization units complies with the set strategies, Policies, Procedures, and Guidelines.
- Ensures adherence of function and employees to IsDB's legal and compliance guidelines.
- Recommends additions/adaptations of existing legal and compliance guidelines, where applicable.
- Raises relevant requests for additional resources, guidance, conflicts, and concerns in a timely and efficient manner.
- Derives goals for CPO Directorate from IsDB's strategy.
- Develops individual targets based on IsDB strategy & management targets including setting yearly and quarterly targets for sub-directorate.
- Conducts performance evaluations of direct reports.
- Coaches, mentors, and develops the direct reports and the top talent/high potential staff.

- Monitors and assesses the skills and capabilities of the directorate, and determines the actions needed to increase the directorate's impact.
- Resolves conflicts and mediate disputes at sub-directorate level.
- Provides motivational and inspirational leadership for the sub-directorate units and communicates to direct reports clear performance expectations.
- Manages the performance and resources of the sub-directorate units through delegation of responsibility, setting stretch objectives and providing regular feedback on results at a sub-directorate units level, promptly addressing areas of underperformance.
- Acts as a role-model to communicate to the sub-directorate units' staff IsDB's values and leadership competencies; provides direction and support in times of change.
- Create a work environment which ensures continuous learning and staff encouragement to suggest, participate and contribute to initiatives of improvement, innovation, and knowledge sharing.
- Create an environment that promotes responsibility and accountability and positive morale.
- Defines clear roles, responsibilities, and accountabilities, along with matching authorities, to provide a structure that would strengthen accountabilities at all levels of the directorate.
- Communicates intended results, results achieved, performance, and lessons learnt within the directorate as well as to the Management, partners, and other key stakeholders.
- Ensures that Directorate's development plans, programs and budget requirements are in line with IsDB's requirements and priorities.
- Sets yearly and quarterly targets for sub-complexes.
- Develops Directors and Division Managers of sub-directorate units and guide them in management of their functions.
- Supports filling in key capability gaps of teams through capacity development and recruiting efforts.
- Prepares the directorate to be able to respond to Business Continuity issues by overseeing the related actions and activities and equip the directorate with adequate and agile policies, processes, physical equipment, and nonphysical tools in collaboration with CAO.

Strategic planning and Performance Management

- Steer the formulation and development of CPO directorate strategy and work program.
- Steer the formulation and development of key results targets and performance indicators (KPIs).
- Oversee implementation of CPO directorate strategy, operational plan, and work program.
- Set and oversee the objectives for units managed by CPO in order to enable IsDB to achieve its partnership goals and mobilize resources.
- Development of IsDB's partnership and co-financing strategy to achieve the aggregate approval rate set in the Bank's strategy and President Program.
- Reports to the President on progress and achievements of the directorate in a timely and efficient manner.
- Raises relevant requests for additional resources, guidance, conflicts, and concerns in a timely and efficient manner Derives goals for Partnership Development Complex from IsDB's strategy

Job Requirements:

Academic and professional experience:

- Master's Degree in economics, finance, engineering or any other related discipline.
- Minimum 13 years of prior relevant experience, preferably in Development Products' vision, strategy, innovation, co-financing, management, and impact evaluation.
- Minimum 10 years of managerial experience in overseeing partnerships, resource mobilization, and crowd engagement activities

Languages

- Fluent in oral and written English language
- Fluent in oral and written Arabic language (Preferred)
- Fluent in oral and written French language (Preferred)

Job Location:

- Job will be based in IsDB's headquarters in Jeddah, KSA

Travel Requirements:

- Travel as needed

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