

Open Position: Advisory Services Manager, IIX
Call for Applications

About IIX:

Impact Investment Exchange (Asia) Pte Ltd and its group of companies (collectively “IIX”) brings +9 years of experience in building the impact investment ecosystem with a mission to impact 400 million lives by connecting Wall Street to the backstreets of our communities. IIX has a thematic focus on women empowerment, climate action and community resilience. To date, IIX has mobilized US\$75 million in impact investment capital across the social capital markets value chain. IIX has a network of +1000 impact investors with US\$1 billion assets under management and +30,000 ecosystem partners from private, public and nonprofit sectors. In recognition of its work to build inclusive markets and drive the global sustainable development agenda, IIX has won multiple awards: Oslo Business for Peace Award 2017, G20 Summit Market Builder of the Year Award 2017, Asia Game Changer Award 2016, among others.

For more information, please visit www.iixglobal.com.

About a career with IIX:

You will join a highly effective team that provides you with an un-paralleled hands-on exposure to the Impact Investing and Social Finance space. You will thrive in applying finance skills to tackle development issues and excel in creating solutions using structured strategies and innovative programs that address and solve the world’s most pressing problems, from food security to inclusive finance to clean energy. You will become a global development leader who has a passion for international development and to get involved in work that makes a difference.

When you join IIX, you embark on a rewarding career where we are heavily invested in your professional development, as we will build on your strengths and help you gain new skills with training, coaching, encouragement and guiding you in the right direction. It is a value addition to advance your career, providing you invaluable exposure to the rapidly growing impact investing space.

You WANT to instigate change.

Thus, as a successful team member, you should be:

- **Mission driven:** Commitment to social finance and impact investing as a path to unlock society’s potential to effect social change is essential for a happy and successful tenure at IIX.
- **Results oriented:** At IIX, we manage toward impact maximization and produce measurable returns – both social and financial. These results strengthen the ecosystem and transform existing realities by helping impact enterprises magnify their impact and scale.
- **Resourceful:** While IIX is a seasoned stakeholder in the impact enterprise and impact investing space in Asia, we pride ourselves on creating new opportunities. Being resourceful and skilled at mobilizing human, financial and political resources to achieve IIX’s mission is a key part of the role.

Some of our clients include foundations such as the Rockefeller Foundation and Bank of America-Merrill Lynch Foundation, corporations such as Standard Chartered Bank and KKR, international non-profits

such as Oxfam and World Vision, multilateral institutions such as the Asian Development Bank, UN Agencies such as UNDP, and government agencies such as USAID and Sida.

About the role:

IIX seeks a Manager for its newly-formed Advisory Services Team. The Manager's primary responsibility will be to manage and build IIX's strategic initiatives and partnerships. We are looking for a communicator, a thinker and a doer who naturally builds relationships that lead to results. You will be able to transition seamlessly from thinking strategically about new business relationships (with donors/clients/investors/INGOs) to managing the relationships and executing new pilot initiatives. We have a small and energetic team, and this is a roll-up-your-sleeves kind of role. We want someone who first and foremost has a positive attitude and is passionate about growing the space through IIX's work. In addition, she/he is creative, a problem solver, who knows how to push the envelope, and is an incredibly fast learner. You will have P&L responsibility which means you have to have comfort around managing and delivering on a budget. This also means you have to love sales and have a track record in closing in on potential opportunities.

The position is based in Singapore, and the successful candidate will report directly to the Founder and CEO of IIX.

Responsibilities:

Advisory Services

- Lead and assist in finding and executing on advisory projects
- Ability to pitch and win new advisory projects
- Able to work with a variety of stakeholders including SMEs, MNCs, INGOs, DFIs and governmental bodies
- Oversee and manage the delivery of advisory assignments for clients
- Help corporates, governments, non-profits and impact enterprises solve issues, create value, maximise growth and improve business performance
- Advise organizations, non-profits and social enterprises about key strategic issues concerning restructuring and progression, as well as how to improve profitability, identify opportunities, competitive advantage, share value and efficiency.

Required Qualifications:

- Minimum of 7 years of combined experience in business development, management consulting or similar experience
- Experience in sales and winning advisory assignments
- Experience in managing a budget
- Cultural sensitivity towards working in South and Southeast Asia
- Excellent interpersonal skills; very strong leadership ability
- Outstanding presentation and communication skills
- High comfort level working in a relatively flat, non-hierarchical environment
- Must be experienced and comfortable working in Word, Powerpoint, and Excel.
- Ability to present information in an insightful and structured manner, both written and oral
- Highly entrepreneurial mindset; self-starter comfortable working in a dynamic environment

- Desire to work in a collaborative, high-performing team environment, building relationships with other team members and managing a range of responsibilities.
- Must be a team player, with a passion for entrepreneurship and market-based solutions to poverty, and an understanding of the challenges of investing in the markets we serve.
- Positive and self-motivated attitude.

Additional Desired Qualifications:

- Graduate degree in development or financial economics, business administration, or quantitative or technical discipline
- Background in investor relations, institutional sales, or business development
- Academic or professional experience with IIX sector specializations (including renewable energy, inclusive finance, technology access, rural healthcare services, education, water and waste management)
- Fluency or proficiency in one or more regional languages
- Experience of living or extensive travel in developing countries. Field experience in the region working with impact enterprises, startups, or INGOs will be an advantage
- Strong interpersonal skills and an ability to work well with a diverse group of stakeholders, from public bodies and policy makers to social entrepreneurs to large, international private corporations.

Submission:

Please submit a resume and cover letter to jobs@asiaiix.com. Qualified candidates will be considered and contacted by a member of the IIX team for interviews. IIX is an equal opportunity employer.