

## 2019 IIX Analysts Program

### About IIX:

**Impact Investment Exchange 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 for +35 Impact Enterprises (IEs) 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](http://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 will 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. 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.

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IIX is pleased to announce the opening of the application process for the 2019 Analysts program. The IIX Analyst Program will commence on 1 July 2019.

### About the IIX Analyst Program:

#### 1. Overview

As a new analyst, you will learn about our businesses, develop important relationships, and build career-enhancing skills. This program is open to final year undergraduate and graduate level students from any field of study, and is ideally suited to those with little or no work experience. While your discipline or major is not

important, we're looking for students with an outstanding record of academic achievement and an interest in changing the world by changing the financial markets.

A financial background is not necessary. Your area or major of concentration is less important to us than your potential. Whether you've distinguished yourself in economics or history, the next phase of your career will be shaped by your passion, energy and vision. We encourage you to apply, provided you share an interest in connecting the back streets with wall streets, and have demonstrated strong academic performance and professional drive.

## 2. The Analyst Experience

We provide our new analysts with the tools necessary for professional growth and career advancement. As a new analyst, you will learn a great deal about the firm and how we do business and about the whole sector. You will gain the skills and knowledge necessary to support our businesses.

You will quickly become an integral member of the team with your own responsibilities. Regardless of which area or business you join, you will be working directly with internal and external clients side-by-side with the team members in our firm.

Upon joining IIX, you will receive formal training followed by department-specific training. You will also receive ongoing training, based on your specific skill needs and interests, to bolster your professional development through learning in the workplace. As a start, you will be attending workshops on "Financial Modelling", "Innovative Financial Structures", "Professionalism", "Problem Solving and Presentation Skills".

Within the first quarter of your joining, you will also travel to the field to gain experience about our work in the development space in South and Southeast Asia. High-performing candidates will also get a chance to relocate to one of IIX's overseas offices after a year.

### Our Core Teams and Areas of work:

**Impact Partners Team:** The successful candidate will assist the Impact Partners team to conduct Impact Enterprise (IE) and investor outreach. This individual will also work with and assess Impact enterprises to prepare them for Impact Partners listing (examining financial reports, business plans, understanding capital needs), guiding them to be investor-ready and managing their capital raising process. This work will include financial modelling and analysis, process management and building trusted relationships. The impact assessment work involves the measurement and communication of the social and environmental impact that IEs are having. Impact assessment work also involves providing detailed projection and data collection tools as well as recommendations, to help magnify the social and environmental performance of an IE as well as to enhance the transparency and accountability to stakeholders and funders.

**Growth and Innovation:** The Growth and Innovation team initiates and cultivates important relationships and initiatives that will result in strategic partnerships. The team supports the development of new products, services and projects that IIX is researching and/or test-launching. Outreach to build a local and regional network of ecosystem partners who will contribute and support the long-term sustainability of IEs will also be a critical role. Demonstrated project and process management skills are required in this role. The Growth and Innovation team focuses on marketing and developing IIX products and services that fulfill a need in the IE and impact investment community in Asia. The team also conducts research and analysis of the Impact enterprise sector in Asia. This includes countrywide, sector-specific or ecosystem-targeted research as well as broader policy perspectives. These research efforts culminate in published reports that are widely disseminated across the region.

**Innovative Finance Team:** The Innovative Finance team will support the structuring of fixed income products in innovative finance such as the Women's Livelihood Bond, while also contributing to IIX's other areas of work. The team performs credit analysis on IEs and MFIs shortlisted as potential borrowers under the various sustainability bond structures and provides financial analysis and full credit reports on selected IEs and MFIs. The team member will also assist in raising and structuring credit facilities and/or investment capital for IEs and MFIs through participation in the transaction process.

**Knowledge Management and Advocacy Team:** Work with the IIX team to continue building strategic messaging and initiatives that promote the impact investing and IE space in Asia-Pacific. Work closely across all functions

of IIX and IIX Foundation to continue building a cohesive and compelling story of how social capital markets will influence sustainable development in Asia. Support Knowledge Management team to promote the courses of IIX Impact Institute, which empowers stakeholders to participate in the Impact Investing Space.

**Application Process:**

Interested candidates can submit their application at [jobs@iixglobal.com](mailto:jobs@iixglobal.com). Due to the lean structure of the organization, please note all accepted Analysts will be working across teams as needed.

- Deadline to submit the application: 31 March 2019
- Start Date: 1 July 2019
- Shortlisted candidates will be required to complete selected tests and interview with at least 3 IIX team members.
- All applications **must** include: your latest resume, a cover letter highlighting a clear motivation to work in Impact Investing space, your university/college transcripts indicating your current GPA score and a writing sample.

Due to limited openings on the program and an overwhelming number of applications, all applications will be reviewed on a rolling basis and you are highly encouraged to submit your applications as early as possible.