



Open Position: Manager, Research and Advisory, IIX (Vietnam)

Call for Applications

About IIX:

[IIX](#) is *the* pioneer in impact investing and the global leader in sustainability. We have transformed the financial system so that women, the environment and underserved communities are finally given a value and a voice in the global market. Over the past decade, we have built the world's largest crowdfunding platform for impact investing ([Impact Partners](#)), created innovative financial products such as the [Women's Livelihood Bond](#) and the Women's Catalyst Fund, operated award-winning enterprise technical assistance programs such as [IIX ACTS](#), and established an [Impact Institute](#) and [Research & Advisory](#) to build the sustainable investing market. To date, our work has spanned **53 countries**, unlocked **US\$233 million** of private-sector capital, and positively impacted over **100 million** direct and household lives, and avoided over 1.4 million tons of carbon. The foundation of IIX's work is [IIX Values](#), the world's first impact verification solution for every organization, which effectively measures the social and environmental impact of an investment and gives value to the voices of the underserved. IIX has received numerous awards for its work including the Oslo Business for Peace Award, the 'Nobel Prize for Business.'

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, Global Affairs Canada and SIDA.

About the role:

IIX seeks a Manager for its Research and Advisory (R&A) Team based in Vietnam. The Manager's primary responsibility will be to manage and oversee the implementation of a five-year impact investment readiness program in Vietnam. The program will include a comprehensive market research of Vietnam's Impact Investing space, development and implementation of basic and in-depth investment readiness program for social impact businesses (SIBs), research reports on policies and workshops and events to strengthen the understanding of relevant ecosystem players and improve linkages of enterprises to investors.

We are looking for a communicator, a thinker and a doer who naturally builds relationships that lead to results. You will lead project management and stakeholder relationships in Vietnam and work closely with IIX's core R&A team in managing the project. 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.

The position will be based in Vietnam.

Responsibilities:

Research & Advisory Services

- Project management
 - Lead on-the-ground project implementation and management (i.e., ensuring project deliverables are on track) with close coordination with the R&A core team
 - Serve as IIX's main liaison in Vietnam by creating new and manage existing relationships on the ground with key stakeholders related to the project
 - Manage IIX's Vietnamese staff and research writers/field consultants and review their output (e.g., provide inputs on project deliverables)
 - Lead organization of events/workshops and support in reaching out to local impact investing ecosystem player
 - Support other IIX teams (Impact Partners, Innovative Finance, IIX Institute, IIX Values) involved in the project in fulfilling their respective mandates
- Research editor
 - Review drafts and provide editorial feedback
 - Be a steward of applying industry research practices

Required Qualifications:

- Minimum eight years of combined experience in project management, management consulting and/or similar experience, or equivalent
- Experience in working with small and medium enterprises in rural areas, and preferably on projects related to gender, environment and sustainable development
- Experience in conducting training, market research and writing or management of research papers
- Experience in organizing workshops and events
- Brings her/his own network of potential partners
- Excellent interpersonal skills; very strong leadership ability
- Outstanding presentation and verbal/written communication skills (i.e., fluent in Vietnamese and English)

- High comfort level working in a relatively flat, non-hierarchical environment
- Proficient in MS Office applications (Word, Powerpoint, and Excel)
- Ability to present information in an insightful and structured manner, both written and verbal
- Highly entrepreneurial mindset; self-starter comfortable working in a dynamic and fast-paced 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 (an undergraduate degree may be considered in lieu of a graduate degree provided the candidate has demonstrated an extensive track record in working on IIX's priority areas)
- Background in economic development and/or finance
- Academic or professional experience with IIX sector specializations (including gender, environment, 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 cover letter and a resume to jobs@iixglobal.com; an assessment test will also be required if you are shortlisted. Qualified candidates will be considered and contacted by a member of the IIX team for interviews and discuss your skills, interest and experiences. IIX is an equal opportunity employer.