



Open Position: Associate Director/Director, 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 (GAC) and SIDA.

About the role:

IIX seeks an Associate Director/Director for its Research and Advisory (R&A) Team based in Vietnam. The Associate Director/Director's primary responsibility will be to lead the team's business development and partnership initiatives in Vietnam, as well as oversee the implementation of a five-year project that aims to improve the investment readiness of social impact businesses (SIBs) in the country.

We are looking for a communicator, a thinker and a doer who naturally builds relationships that lead to results. You will spearhead efforts to build new business relationships, while strengthening existing ones, with donors, development finance institutions (DFIs), national/local government, investors (both public and private), local and international non-governmental organizations (NGOs) and other clients. You will be able to transition seamlessly from thinking strategically about new business leads to managing client/partner 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 business development and have a track record in closing in on potential opportunities.

The position is based in Vietnam.

Responsibilities:

Research & Advisory Services

- Lead and oversee strategic business development initiatives and get involved in organization-wide operational efforts such as partnerships development
 - Support the CEO/Founder and Advisory Director in developing proposals and partnerships
 - 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 (e.g., donors, DFIs, national/local government, investors, NGOs, MNCs, SMEs and others)
 - Ability to pitch, win and execute new advisory projects
 - Oversee and manage the delivery of advisory assignments for clients
- Project Management
 - Lead and support the execution of advisory projects
 - Provide leadership and guidance to the IIX R&A Team in Vietnam
 - Support in keeping project and deliverables on track
- Bid Management
 - Oversee bid proposal process, invoicing, and management of proposals

Required Qualifications:

- Minimum of 12 years of combined experience in business development, management consulting or similar experience, or equivalent
- Possess a strong local Vietnam network including relationships with governments, governmental agencies, and the provincial governments
- Brings your own network of potential partners
- 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 economic development and/or finance
- Academic or professional experience with IIX sector specializations (including renewable energy, inclusive finance, technology access, rural healthcare services, education, water and waste management)
- Native fluency in English and Vietnamese (proficiency in one or more regional languages is a plus)
- 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.

Remuneration and title will commensurate with the years of relevant experience. More experienced candidates may be considered for a senior role.

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.