



Open Position: Associate, Impact Partners, Vietnam
Call for Applications

About IIX:

Impact Investment Exchange ([IIX](#)) is the pioneer in the impact investing movement and a 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](#)), operated award-winning enterprise technical assistance programs such as [IIX ACTS](#), created innovative financial products such as the [Women's Livelihood Bond](#) and established an [Impact Institute](#) and [Research & Advisory](#) to build the sustainable investing market. To date, our work has spanned **53 countries**, unlocked **US\$217 million** of private-sector capital, and positively impacted over **140 million** direct and household lives, and avoided over 1.4 million tons of carbon. The foundation of IIX's work is [IIX Values](#), an innovative 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 recently launched the [Orange Bond Initiative](#) to unlock \$10 billion in the capital markets by 2030 and impact 100 million women in the last mile. IIX's numerous awards for its work include the Oslo Business for Peace Award, the P4G State-of-the-art Partnership award, the UN Global Climate Action Award and most recently the Environmental Finance's Award for Innovation.

For more information about IIX, 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 thrive in tackling development issues and excel in creating solutions using structured strategies and unprecedented programs that address and solve the world's most pressing problems, from food security to inclusive finance to clean energy. You aim to become a global development leader who has a passion for international development and to get involved in work that makes a difference.

You WANT to instigate change.

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 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.

Duties and Responsibilities: IIX seeks an associate in Vietnam to support, manage and direct all aspects of Impact Partners. The associate will work with the Vice-President of Impact Partners, to work with high-impact enterprises to effectively raise capital while building and engaging a network of Impact Investors that are actively looking to invest in these enterprises through IIX's platforms. The role will also require originating enterprises' investment opportunities for the IIX platforms.

40%: Includes strategic and structured guidance in working with impact enterprises to understand their financial and operational positions, making the appropriate recommendations to IIX for listing the related deal(s), providing technical assistance to help these enterprises become investor ready, financial structuring and assisting in determining and negotiating financial aspects of the transaction process. The role will also require originating investment opportunities for the IIX platforms and assessing the impact of SEs.

40%: Includes active involvement in growing the IIX investor base, overseeing efforts to present investment opportunities to the investor base to facilitate investment into the Impact Partners investment opportunities, and developing and marketing product offerings to investors, including pre and post deal advisory services. This role will also require providing guidance to investors looking to make impact investments.

20%: Be an active member of IIX and contribute to the overall development of IIX by collaborating with other strategic initiatives and organization-wide operational efforts.

Qualification:

1. Candidates must combine knowledge of financial markets and transaction, with experience in development and close affinity to the developing markets in which IIX operates, ideally through hands on experience.
2. Candidates should have a minimum of 4 years work experience spanning the finance and the development sectors. Deep knowledge of and exposure to the development, socially responsible investment or impact investment sector is desired, and experience in an IIX-related sector specialization is a plus (renewable energy, technology, health, affordable housing, inclusive finance, et cetera).
3. Successful candidates must hold a graduate degree in business or development economics with a strong emphasis and experience in finance. All candidates to the position must have strong interpersonal skills and an ability to work well with a diverse group of stakeholders, from individual and institutional investors to entrepreneurs working in the field in developing markets. Cultural understanding and sensitivity towards working in South and Southeast Asia is a must.

Start Date: Immediate

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