



Open Position: Head of Strategy, IIX

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 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\$281 million** of private-sector capital, and positively impacted over 159 million direct and household lives, and avoided over 1.83 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. Please visit our website to know more about us. www.iixglobal.com

About a career with IIX:

You will join a highly effective team that provides you with unparalleled 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.

When you join IIX, you embark on a rewarding career where we are heavily invested in your professional development. 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 valuable addition to advance your career, providing you invaluable exposure to the rapidly growing impact investing space.

You WANT to instigate change.

As a successful candidate to join our team, 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:

The Head of Strategy is the CEO's right-hand person and a force multiplier by coordinating the organization's operational mechanisms. You will support key decision making and problem solving on the most critical issues as the strategic partner and trusted advisor. In conjunction with the CEO and COO, you will develop a plan in line with the strategic plan by collaborating with the leadership team, board, and executive team.

Primary Responsibilities

- Responsible for working closely with the CEO to improve current business operations on both revenue generation and cost efficiency sides.
- Identifying new markets and identifying potential growth opportunities within existing markets.
- Manage priorities and act as a thought partner to senior stakeholders and provide domain and/or project expertise knowledge when required.
- Revise business operations to achieve the company's long-term vision.
- Identify key business needs, develop tactical action plans, measure and track results in line with the corporate strategy.
- Participate in meetings with the CEO, board members and other executives.
- Create creative business ideas and review data to monitor progress across their business initiatives.
- Establishing and reviewing key strategic priorities and translating them into a comprehensive strategic plan.
- Ensure any applicable metrics and performance pointers are in place in order to measure all progress.
- Identify strategic risks and help to reduce these risks.
- Recommending changes to current strategies to improve performance.
- Any other duties as determined by the CEO and COO.

Qualifications for the Head of Strategy:

- Bachelor's or Master's degree in business administration (MBA) in - business, economics, finance or another related field.
- 10 to 12+ years of experience in consultancy or a management role.
- Solid functional knowledge, including but not limited to strategic planning, business development, marketing, project management etc.
- Strong quantitative, analytical and conceptual problem-solving skills combined with outstanding business acumen.
- Excellent presentation and interpersonal skills to effectively engage stakeholders and senior management.
- Interest and knowledge in sustainability and impact investing.
- Cares about issues around inclusion, women empowerment and climate action.

Location: Can be remotely based within the Asia time zone, with the possibility to move to Singapore later.

Start Date: Immediate

Submission: Please submit a cover letter and a resume to jobs@iixglobal.com; a test on technical knowledge 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.