



Open Position: Director, Research and Advisory, 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 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\$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.

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 unparalleled hands-on exposure to the Impact Investing and Social Finance space. You will thrive in applying finance and research 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 and SIDA.

About the role:

IIX seeks a Director for its Research and Advisory Services Team. The Director's primary responsibility will be to manage and oversee the business development, research, and partnership initiatives. We are looking for a communicator, a thinker and a doer who naturally builds relationships that lead to results. You will be able to transition seamlessly from thinking strategically about new business relationships (with donors/clients/investors/INGOs) to managing the relationships and executing new pilot initiatives while ensuring IIX's leadership in gender lens investing, innovative finance and sustainability. 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.

Responsibilities:

Research & Advisory Services

- Maintain and oversee strategic business development initiatives and get involved in organization-wide operational efforts such as partnerships development
 - Develop proposals for product development and advisory assignments
 - Cultivate and close relationships with individual partners to enhance IIX's visibility, access, and influence, while developing a broader platform for further pipeline building
 - Create and direct new business opportunities
 - Develop an understanding of IIX's strategy and preferred approach for partnerships and program fundraising
 - Ability to pitch, win and execute new advisory projects
 - Able to work with a variety of stakeholders including SMEs, MNCs, INGOs, DFIs and governmental bodies
 - Oversee and manage the delivery of advisory assignments for clients
- Research Project Management
 - Lead and support the execution of research projects
 - Develop the outline for research papers, including landscape mappings, white papers, case studies
 - Manage research writers or field consultants
 - Support in outreach and conducting interviews
 - Support in keeping project and deliverables on track, and implement solutions to key
- Research editor
 - Review drafts and provide editorial feedback
 - Be a steward of applying industry research practices
- Bid Management
 - Oversee bid proposal process, invoicing, and management of proposals
- Program Management
 - Manage all aspects of IIX programs, including liaising with donor agencies and program stakeholders.
 - Contribute and lead the technical content and design of the program, as applicable.
 - Create and direct new business opportunities, provide strategic business planning, including exploring and executing grant funding and other revenue opportunities.

Required Qualifications:

- Minimum of 12 years of combined experience in business development, management consulting or similar experience, or equivalent
- Brings your own network of potential partners
- Experience in sales and winning advisory assignments
Experience in managing a budget
- Experience in research and writing or management of research papers
- Cultural sensitivity towards working in South and Southeast Asia
- Passionate about women empowerment, climate action and subject matters around inclusion.
- 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 an effective team manager, 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)
- 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.