



## Open Position: IIX Country Business Development Partner

*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™ Series 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, 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. In 2022, IIX launched the Orange Bond Initiative™ to unlock \$10 billion in the capital markets by 2030 and impact 100 million women in the last mile. The recent issuance of the Women's Livelihood Bond™ 5 is now officially listed on the Singapore Exchange (SGX) as the world's first Orange Bond. 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](http://www.iixglobal.com).

### **About a career with IIX:**

You will join a highly effective team that will provide 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 innovative programs that address the world's most pressing problems, from food security to inclusive finance to clean energy. You aim to become a global development leader and to get make a measureable difference through your work.

When you join IIX, you embark on a rewarding career in which 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 guidance. The skills you obtain and the exposure to the rapidly growing impact investing space will be invaluable as you advance in your career.

To be a successful member of the IIX team, you should exhibit **PREM**:

- **Passionate:** 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.
- **Resilient:** Similar to our enterprises working in emerging markets, our IIX team members have strong mental and emotional fortitude and are able to recover quickly from difficulties or setbacks. We look for people with an adaptable and positive attitude and strong sense of self-worth, which enables them to move forward and continue to strive for their goals even in the face of adversity.
- **Equitable:** At IIX, we manage toward impact maximization and produce measurable and transparent returns – both social and financial. These results strengthen the ecosystem and transform existing realities by helping impact enterprises magnify their impact and scale. We are fair and impartial in our actions and ensure that we make objective and unbiased decisions based on facts and impact.

- **Maverick:** While IIX is a seasoned stakeholder in the impact enterprise and impact investing space in Asia, we pride ourselves on creating new opportunities. We look for people with an independent and unorthodox approach to thinking and behaving. If you are someone who is non-conformist, innovative, and independent, often going against the grain, does not like following the crowd and is not afraid to express your own opinions, we want you.

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 development agencies such as USAID and SIDA.

#### **About Role:**

IIX is seeking a strategic Business Development Partner who can work part-time basis for 2 days a week to support the sourcing of eligible borrower entities in the Philippines, that are looking for financing and can form part of the portfolio under the Women's Livelihood Bond 6. This role will involve building a strong pipeline of potential borrowers for debt financing.

The Business Development Partner will be responsible for driving business development and outreach activities with IIX's partners, creating new partnerships, and ensuring a sustainable pipeline of potential borrowers for the Women's Livelihood Bond 6 and the future WLB series.

#### **Key responsibilities for this role include, but are not limited to:**

- Identifying eligible SMEs that are ready for debt financing and building relationships with them
- Creating partnerships with local institutions to build a long-term SME and investor pipeline for IIX
- Identifying thriving local sectors and coordinating partnership events
- Collaborating with IIX's team to optimize outreach activities and ensure successful deal origination
- Providing prompt and efficient services to ensure satisfaction of IIX and borrowers.
- The ideal candidate for this role will have a strong track record of business development and outreach activities, excellent communication and networking skills, and a deep understanding of the Philippines SME landscape. If you are a highly motivated individual with a strong desire to drive impact at scale, we encourage you to apply.

#### **Remuneration and Incentives**

- We offer ongoing support with a daily rate.
- Conversion based performance payment.

#### **Credentials and experience:**

The ideal candidate will have the following qualifications:

- Strong network in the financial inclusion and SMEs space, with experience working with local SME and Industry Associations, Industry Chambers, Financial Institutions and banks, advisory and investment banks. Deep understanding of the Philippines SME landscape is essential.
- Strong business development and outreach experience, with a proven track record of generating leads and deal origination.
- The Business Development Partner has to be based in the Philippines.

#### **How to apply**

Submit the following documents

- A letter of intention describing the execution plan for sourcing and your motivation to work for IIX.
- CV

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