



Open Position: Analyst, 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™ Series](#) and established an [Impact Institute](#) and [Research & Advisory](#) to build the sustainable investing market. To date, our work has spanned **57 countries**, unlocked **US\$288 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.

About a career with IIX:

You will join a highly effective team that will provide 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 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 measurable 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.

Duties and Responsibilities: IIX seeks an analyst in Vietnam (based in Ho Chi Minh City) to support, manage and direct all aspects of Impact Partners. The analyst will 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.

35%: The role will require originating investment opportunities for the IIX platforms and assessing the impact of impact enterprises (IEs), with a strong focus on impact enterprises in Vietnam.

25%: 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.

25%: 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.

15%: Includes business development activities such as preparing proposals, presentation decks, joining networking and industry events to identify partnerships and business opportunities. 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.

Required Qualifications:

- Bachelor's degree in Economics/Development Economics, Business Management, Finance or related disciplines; a graduate degree in the aforementioned disciplines or a professional qualification such as ACCA/CPA/CFA is a big plus.

- At least three (3) years of combined experience in corporate finance, investment banking, transaction advisory, management consulting or entrepreneurial ventures for the analyst level; direct experience working with entrepreneurs, C-executives, investors and the start-up ecosystem/business associations/chambers is a big plus.
- Have great knowledge and skills in financial modelling, valuation (both DCF and relative valuation), write excellent investment briefs (applicants will be required to submit past financial models and writing samples); direct experience with transactions from deal sourcing to deal closing is a big plus.
- Outstanding presentation and communication skills, with a demonstrated ability to present complex ideas and voluminous pieces of information before internal and external stakeholders in an insightful and structured manner; fluency in English is a must
- Extensive experience in using MS Office applications (Word, Excel, and PowerPoint)
- Strong interpersonal skills and ability to work well with a diverse group of stakeholders across national boundaries, from public bodies and policymakers to social entrepreneurs to large, international private corporations
- Highly-entrepreneurial mindset: a self-starter able to make sense of and comfortable working in a dynamic, relatively flat and non-hierarchical environment, comfortable with remote working and liaising with a Pan Asia team.
- Desire to work in a collaborative, high-performing team environment, able to build relationships across teams; must be a team player who is self-motivated and has a positive attitude toward work
- Culturally sensitive; can work in a highly multicultural environment and good knowledge of Vietnam and the SME space.
- Has a passion for finding innovative, market-based solutions to the world's most pressing development challenges, with a view toward maximizing social and environmental impact while ensuring financial sustainability

Additional Desired Qualifications:

- Professional or academic experience with IIX sector specializations, namely, sustainable agriculture, inclusive finance, renewable energy, technology access, healthcare, education, water and waste management
- Fluency in one or more international/regional languages
- Experience of living or extensive travel in developing countries; field experience in the region working with impact enterprises, startups or international NGOs is a big plus

The role is based in Ho Chi Minh City, Vietnam and only open to candidates with Vietnam work authorization.

Start Date: Immediate

Submission: Please submit a cover letter and resume to apply-5912cbf29c6e@iix-global.breezy-mail.com . Qualified candidates will be considered and contacted by a member of the IIX team for interview. IIX is an equal opportunity employer.