



Open Position: SVP/Associate Director, Product Development and Growth

Call for Applications

About Impact Investment Exchange (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\$295 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.

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 agencies such as USAID and Sida.

Role:

IIX seeks to expand its digital products team for IIX Values with a product specialist to helm the product growth.

IIX Values – Is a comprehensive digital impact assessment platform that facilitates and rewards impact measurement while giving beneficiaries and end customers a voice to provide input to the issues that affect them the most

We are looking for a communicator, a thinker and a doer who naturally builds relationships that lead to results. 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. The role will play a critical role in the development of the digital platforms, including the oversight of the entire product lifecycle, from ideation to market adoption, and work closely with stakeholders to align product strategies with business objectives from its current launch to mass-market commercialization. Using research and market data, you will identify ways to enhance the feature offerings.

Key responsibilities:

1. Product Strategy: Develop and execute a comprehensive product strategy aligned with the IIX's overall vision goals and market opportunities;
2. Team leadership: Manage and mentor product owners, providing guidance, support and fostering a culture of innovation and collaboration;
3. Market Research: Conduct market analysis, competitive research and customer feedback to identify market trends, customer needs and opportunities for product enhancements or new product development;
4. Product Roadmap: Define and communicate the product roadmap, prioritizing features, enhancements, and new product initiatives based on market demands and business priorities;
5. Cross-functional collaboration: Collaborate with various teams, including technology, design and marketing to ensure alignment and successful execution of product strategies and initiatives;
6. Product Development: Oversee the product development process, from concept to launch, ensuring adherence to timelines, quality standards and budget constraints;
7. Performance Analysis: Monitor and analyze product performance metrics, user feedback and market trends to identify areas for improvements, optimize product performance and drive business growth;
8. Collaboration and Partnerships: Able to transition seamlessly from thinking strategically about new business relationships (with donors/MNCs/investors/SMEs/INGOs) to managing the relationships and executing new pilot initiatives
9. Product Marketing: Collaborate with the marketing team to develop and execute go-to-market strategies, product positioning, messaging, and sales enablement materials;
10. Industry awareness: Stay abreast of industry trends and competitor activities in the impact investment and sustainability space to inform product strategies and maintain a competitive edge.

The position is remotely based in India to work with the Headquarters in Singapore.

Requirements:

- A degree in business, marketing, engineering or a related field (Master's degree is preferred)
- At least 10+ years of relevant work experience.
 - Product development experience: Experience working in management consulting and/or technology startups is preferred
 - Operational experience: Experience working in or with growth-stage enterprises, ideally as an entrepreneur.
- Strong leadership and team management skills, with the ability to motivate and inspire cross-functional teams.
- Excellent strategic thinking and problem-solving abilities, with a data-driven and customer centric mindset

- In-depth knowledge of product management methodologies, market research and product development process
- Exceptional communications and presentation skills, with the ability to effectively articulate complex ideas and influence stakeholders at all levels
- Strong business acumen and understanding of market dynamics, customer needs and competitive landscape
- Experience in the finance and/or sustainability industry is highly desirable
- Excellent proficiency working in Word, Powerpoint, and Excel.
- Start date – Immediate

Submission: Please submit a resume, cover letter, your college/university transcripts and a one-page writing sample to IIX. Qualified candidates will be considered and contacted by a member of the IIX team for an interview to discuss your skills, interest and experiences. You will also be requested to complete an assessment exercise. IIX is an equal opportunity employer.