



Open Position: Relationship Manager, Innovative Finance

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

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 an 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 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 the role:

The Relationship Manager is responsible for managing and developing relationships with clients under Innovative Finance Team. The role involves identifying and understanding the financial needs of clients and providing them with appropriate financial solutions. The Relationship Manager is also responsible for achieving sales targets and ensuring customer satisfaction. The position will collaborate across numerous departments within IIX.

Key Responsibilities:

- Manage new investor outreach programs
- Conduct and manage new investor due diligence and onboarding
- Develop and maintain relationships with IIX clients
- Identify and understand the financial needs of clients
- Provide clients with appropriate IIX financial solutions
- Achieve sales targets set by the function
- Ensure customer satisfaction by providing excellent customer service
- Cross-sell IIX products and services to clients
- Monitor and manage client accounts
- Provide regular reports on client activity and impact
- Keep up-to-date with market trends and changes in impact investing space
- Attend training and development programs to enhance skills and knowledge
- Manage website maintenance activities through dev team

Skills & Qualifications:

- Bachelor's degree in Business Administration, Finance, or related field
- at least 7 years experience or 5 years + a masters degree in business or a related field
- Strong communication and interpersonal skills
- Excellent sales and customer service skills
- Ability to work independently and as part of a team
- Strong analytical and problem-solving skills
- Knowledge of banking products and services
- Proficient in Microsoft Office applications

Location: Singapore

Start Date: Immediate

Submission: Please submit a cover letter and a resume to apply-d031fa48a3d5@iix-global.breezy-mail.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 to discuss your skills, interest and experiences. IIX is an equal opportunity employer.