



## AVP/VP, Credit Portfolio Management - India

*Call for Applications*

### **About Impact Investment Exchange (IIX):**

Impact Investment Exchange ([IIX](#)) is a pioneer in the global impact investing movement, dedicated to reshaping finance for sustainable development with a focus on gender equality and climate action. For over a decade, we've been building the sustainable investing market, from establishing the world's largest crowdfunding platform for impact investing ([Impact Partners™](#)), operating award-winning enterprise technical assistance programs, creating innovative financial products such as the [Women's Livelihood Bond™ Series](#), and establishing an [Impact Institute](#) and [Research & Advisory](#). Our work has spanned **60 countries**, unlocked **US\$418 million of private-sector capital**, positively impacted over **160 million direct and household lives**, and avoided over **1.9 million metric tons of carbon**. The base of IIX's work is [IIX Values™](#), an impact verification tech solution measuring investments' social and environmental impact to the last mile, amplifying the voices of the underserved. In 2022, we launched the [Orange Movement™](#) and within that created a new asset class, Orange Bond, to unlock \$10 billion in capital markets by 2030, impacting 100 million women, girls, and gender minorities. Recognized with numerous accolades, including the Oslo Business for Peace and UN Global Climate Action Award, our efforts are propelled by our team's 'PREM' values—passion, resilience, equity, and mavericks—bringing meaningful change to Global South communities and the 99%.

You can visit our website [www.iixglobal.com](http://www.iixglobal.com) to know more about us.

### **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.

#### **About the role:**

IIX seeks an experienced AVP/VP, Credit Portfolio Management who will support the credit process for IIX's lending products, including its existing and future Women's Livelihood Bond loan portfolios. The successful candidate will be involved in both monitoring the performance of existing loan portfolios for outstanding bond instruments and for identifying and analyzing prospective new borrowers as IIX expands its lending activities. Monitoring activities will include liaising with borrowers to monitor financial performance and compliance with covenants as well as the preparation of quarterly and annual financial reports for submission to investors and program partners. The successful candidate will track and assess the borrowers' performance and share accurate results and frequent progress updates with investors and partners. This individual serves as part of the first line of defense in identifying and mitigating obligor's risk in existing and proposed debt products. Credit analysis related to new lending activities will include helping to identify potential borrowers – including both microfinance institutions and other high-impact enterprises in the region – and to analyzing these potential borrowers based on IIX's lending criteria. The individual will work directly with teammates in the Innovative Finance team to drive credit analysis, underwriting of credit exposure and active risk management of the credit portfolio. This individual will provide subject matter expertise and manage the overall delivery of lending products to assigned clients.

#### **Primary Responsibilities**

- Provide support in the active origination and screening of potential borrowers for the WLB portfolios
- Analyze financial and impact information and reports relating to borrowers and potential borrowers;
- Analyze current and past financial data; review current financial performance and identify trends
- Craft investment rationale and draft investment proposals for the investment committee
- Monitor and interpret economic, market, and sector fundamentals, risks and opportunities
- Provide transaction support on transactions including support on desk due diligence, financial analysis, deal structuring, documentation and transaction closure

- Monitoring of WLB portfolio investments as well as markets in which they are operating
- Provide day-to-day operations support for credit risk management and transaction management

**Qualifications for the AVP position:**

**Required:**

- Bachelor's degree; MBA or Master's degree is a plus
- five plus years as a financial analyst; direct credit experience in a lending institution; SME lending a plus
- Emerging South and Southeast Asian markets a plus
- Strong quantitative skills, expert problem-solving ability, adeptness in the use of logic
- Excellent financial analysis skills
- Demonstrable capability to report findings in a clear, concise and persuasive manner.
- Attention to detail and the ability to identify verification issues and data patterns
- Excellent knowledge of excel and spread sheeting as a tool for analysis and database management
- Strong interpersonal skills; Relationship management and client facing experience a plus
- Excellent written and verbal communication; Demonstrated ability to prepare written memos and reports fluently in English
- High comfort level working in a relatively flat, non-hierarchical environment
- Good team management skills, to train and motivate young team members.

**Preferred:**

- Experience living and working in a variety of cultures, particularly in Asia. Time spent in developing countries is an advantage.
- International development and/or impact enterprise or MFI experience
- Academic or professional experience with IIX sector specializations (including renewable energy, sustainable agriculture, inclusive finance, technology access, rural healthcare services, education)
- Fluency or proficiency in one or more regional languages
- Candidates with more years of experience may be considered for the manager role.

**Start Date:** Immediate

**Location:** India

**Submission:** Please submit a cover letter and a resume to [apply-adc78480ffdf@iix-global.breezy-mail.com](mailto:apply-adc78480ffdf@iix-global.breezy-mail.com) . A test on technical knowledge will also be required if you are shortlisted or you can provide your work samples. 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.