



## **Open Position: Business Head, IIX Institute - 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%.

[www.iixglobal.com](http://www.iixglobal.com)

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

You will join a highly effective team that provides 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 unprecedented programs that address and solve the world's most pressing problems, from food security to inclusive finance to clean energy. You aim to become a global development leader who has a passion for international development and to get involved in work that makes a difference.

When you join IIX, you embark on a rewarding career where 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. It is a valuable addition to advance your career, providing you invaluable exposure to the rapidly growing impact investing space. You WANT to instigate change.

Thus, as a successful team member, you should be a 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 can recover quickly from difficulties or setbacks. We look for people with an adaptable and positive attitude and a 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.

Our clients and partners span the spectrum of public and private sector including 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

#### **Job Overview:**

As the business head of IIX Institute, this role will appeal to an individual with an upbeat personality and who is a team player and enjoys nurturing and growing a product. This position will be responsible for the IIX Institute in partnerships management, content development, marketing and outreach activities. This role requires a 'hands on', conscientious and self-motivated individual who consistently meets objectives and timescales. Being naturally organized and able to manage multiple projects as well as partnerships at the same time is essential.

The ideal candidate will work on a unique portfolio of growing online educational programs and international partnerships with responsibility for specific key growth areas and revenue targets. Flexibility and a hands-on approach will be essential for success in a very busy working environment. This is an exciting opportunity in a demanding, but very rewarding role, within a fast-growing company.

You will have the opportunity to make a direct and measurable impact – from working with a content manager, Business and strategy team to joint collaborations with internal teams and external clients. You will have direct exposure to the management team and have the chance to share your ideas and opinions with them regularly.

## **Specific scope includes:**

### Business Development

- Grow and develop strategic initiatives and partnerships development to make IIX Institute a global impact investing/sustainability educational portal.
- Develop proposals for product development and partnerships
- Design and execute training programs with global clients for a range of initiatives such as the Orange Movement, Orange Bond Certifier Program
- Cultivate and close relationships with individual partners to enhance IIX's visibility, access, and influence, while developing a broader platform for future growth
- Create and direct new business and partnership opportunities
- Develop an understanding of IIX's strategy and preferred approach for partnerships for revenue growth
- Able to work with a variety of stakeholders including MNCs, INGOs, DFIs and governmental bodies
- Implement effective project management methodologies to ensure timely delivery of products and services.
- Drive a culture of continuous improvement and innovation within the Ed-tech division

### Marketing

- Play an instrumental role in contributing to integrated marketing campaigns and initiatives for IIX Institute.
- Develop creative marketing strategies that will make an impact, support the brand and drive online traffic.

### Growth

- Responsible for revenue generation and budget goals for IIX Institute
- Ensure a customer-centric approach in all aspects of the business, addressing customer needs and feedback.
- Grow IIX Institute to become a global brand by building and maintaining strong relationships with educational institutions, educators and students.

## **To be a successful candidate with IIX, you should be:**

- Highly organized and with excellent attention to detail.
- Proactive and able to work autonomously without being nudged or reminded about tasks and responsibilities.
- Have In-depth knowledge of current trends and challenges in the education industry.
- Able to manage multiple tasks simultaneously under deadlines and pressure.
- Comfortable with budget requirements and goals.
- Monitor financial performance against key metrics and take corrective actions as needed
- Able to anticipate potential problems and know when to ask for help.
- A great communicator - via email, by phone and in-person.
- An excellent negotiator, and is resourceful and relentless in trying to get to a solution.

- Professional in appearance and demeanor, comfortable dealing with high-level executives globally.
- Build and lead a high-performing team, fostering a culture of collaboration, innovation, growth mind-set and excellence.
- Ideally fluent in English with another language would be a benefit.
- Knowledge in the development, sustainability, ESG space will be an advantage.

**Requirements:**

- Degree in Business, Marketing, Economics, or Communications preferred.
- Minimum 12 years working experience in a related field of ed-tech or education training space.
- Fluency in English, both verbal and written.
- Must possess computer skills, including, but not limited to, use of Microsoft Word, Photoshop and Microsoft Excel.
- Experience in business development and partnership management with a proven track record of sales growth and innovative revenue generation
- Experience with curating educational content development and executive learning will be an advantage.

**Location: India**

**Submission:** Please submit a resume, cover letter, and a writing sample/growth plan deck to [apply-70eb3ac56fc0@iix-global.breezy-mail.com](mailto:apply-70eb3ac56fc0@iix-global.breezy-mail.com). Qualified candidates will be considered and contacted by a member of the IIX team for an interview to discuss your skills, interest and experiences.