



Open Position: AVP/VP, Strategic Initiatives

About 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 through capital mobilization and data-based solutions. For over a decade and a half, 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](#), (listed 6 bonds in the public market with zero credit default) and establishing an [Impact Institute](#) and [Research & Advisory](#). While we are very deep with our work in Asia, the Pacific, and Africa, our work spans **60 countries globally where we have invested** close to **\$500 million of private-sector capital**, positively impacted over **160 million direct and household lives**, and avoided over **1.9 million metric tons of carbon** and have collected over 90,000+ data points on sustainable micro, small and medium enterprises (MSMEs). 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, along with global partners, launched the [Orange Movement™](#) and, within that, created a new asset class, [Orange Bond](#), to demonstrate the intersectionality of gender equality and climate action and unlock \$10 billion in capital markets by 2030, impacting 100 million women, girls, and gender minorities and making them a key player in climate mitigation and adaptation efforts. In 2024, we unveiled our global data hub, [IIX Intelligence™](#), which aggregates, evaluates, and benchmarks data from sustainable MSMEs, offering unparalleled insights into gender diversity, climate action, ESG performance, and community risk management. IIX Intelligence demonstrates with data the importance of MSMEs as a backbone of sustainable development. Numerous accolades, including the Oslo Business for Peace and the UN Global Climate Action Award, have recognized our efforts. Our team's '[PREM](#)' values—passion, resilience, equity, and mavericks—propel our efforts, bringing meaningful change to Global South communities and the 99%.

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 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 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 is able to 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 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:

As an AVP/VP of Strategic Initiatives, you will be responsible for identifying opportunities, working on strategies and developing project and program proposals. You will also be recommending solutions, implementing project plans, fostering external partnerships, and working on initiatives to meet the objectives and priorities of the company. The position is responsible for project management; from planning to implementation and monitoring of partnership projects, to ensure the objectives of the Company will be carried out efficiently and effectively. The position will collaborate across numerous departments of IIX.

The broad areas of work will include:

- Grow and develop strategic initiatives and get involved in organization-wide operational efforts such as partnership development;
- Support the Senior leader in developing proposals for product development and advisory assignments;
- Cultivate and close relationships with individual partners to enhance IIX's visibility, access, and influence, while developing a broader platform for further pipeline building;
- Create and direct new business opportunities;
- Develop an understanding of IIX's strategy and preferred approach for partnerships and program fundraising;
- Help and assist the senior leaders in identifying new markets and identifying potential growth opportunities within existing and for new markets;
- Assist Senior leaders and CEO with strategy and relevant materials for meetings.
- Develop tactical action plans with assigned projects to address key business needs, measure and track results in line with the corporate strategy;
- Participate in meetings with the senior leaders together with high-level stakeholders and partners;
- Assist the senior leaders in creating business plans and proposals (for new business ideas) and review data to monitor progress across their business initiatives; and
- Any other duties as determined by the senior management related to company growth

Qualifications & Requirements:

- A degree in business, marketing, engineering or a related field (Master's degree is preferred)
- At least 4 to 5 years of relevant work experience.
- Experience working in management consulting and/or technology startups is preferred
- Operational experience: Experience handling operations for working in or with growth-stage enterprises

- Strong leadership and team management skills with the ability to adapt to senior management's working styles, able to work across teams in collaboration.
- Excellent strategic thinking and problem-solving abilities, with a data-driven and customer-centric mindset
- Able to do market research, and understand the product development process
- Exceptional communication and presentation skills, with the ability to effectively articulate complex ideas
- 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 cover letter and a resume to apply-2f1d199eb4ad@iix-global.breezy-mail.com