

Job opening: Impact investing market development lead

We are EVPA, the investing for impact community.

EVPA is a unique network at the intersection of finance and purpose, driven by knowledge and focused on impact. We aim to increase prosperity and social progress for all, fix inequalities and injustices and preserve the planet.

We rally people, capital, knowledge and data to catalyse, innovate and scale impact. EVPA brings together a diverse group of capital providers (impact funds, foundations, corporate social investors, banks, public funders) and social innovators of all sorts – from household names to emerging new players.



Smart Impact

We mix breakthrough research, eye-opening data, actionable learning and honest experience exchange to ignite innovation and build capacity to match ambitions, forge solutions, break barriers and bridge gaps for a bigger, deeper and smarter impact.



Joint Impact

We build synergies that tackle critical social and environmental problems at scale – and change mindsets. EVPA platforms facilitate thematic and sectoral collaboration but our ground- and silos-breaking convening ability is our true superpower.



Transformative Impact

Enable real and lasting change – that’s EVPA approach. We take on big issues, study and celebrate systems change, call for transformative regulatory frameworks and optimised public funding. As we guide newcomers to the impact space, we promote impact transparency and integrity.

Building a European Impact Ecosystem. Investors for impact power social and environmental impact to build a better world. At EVPA, we join forces to build an impact ecosystem! In 18 years we went from eight to 300 members strong and truly European network. We built THE data hub for the impact space, trained 1,000+ people, produced standard-setting and bar-raising guidelines on investing for impact and impact measurement and management. We established a strategic presence in the EU policy settings and play a vital role in global impact cooperation. Not bad for a teenager!

Learn more evpa.ngo

Job Description

Do you believe in the power of capital as force of good?
Have you seen first-hand the positive change that impact capital can unlock?
Are you ready and excited to play a key influencing role in accelerating the growth of the impact investing market in Europe?

EVPA is looking for an **Impact investing market development lead!**

Roles & Responsibilities

The **Impact investing market development lead** will be responsible for developing and unlocking the impact-catalytic role of investment funds in Europe. Working with the EVPA team and community you will:

- lead the outreach towards those capital providers in the financial sector ready to deepen their engagement in the impact space
- identify the key roadblocks and challenges for impact investors to unlock more impact capital effectively and
- work with internal and external stakeholders to find solutions, build ecosystem capacity and define enabling policy shaping opportunities.

A natural and engaging leader you will work with the membership team to build the impact investors community within EVPA, identifying partnership and funding opportunities to strengthen our value proposition, converting prospects and retaining key members.

Key responsibilities:

- Actively engage key stakeholders in the impact investing market in Europe
- Identify key trends and needs to unlock more impact capital and ensure these are integrated into EVPA value proposition, offering and narrative
- Develop new partnerships and funding opportunities synergistic to deliver on EVPA mission and strategy
- Engage and retain impact investing members
- Convert high-value prospects

Skills & Qualities

Experience:

- Experience in impact funds, financial institution, investment advisors' firm, asset management, or equivalent, in partnerships, business development or fundraising role at middle/ senior management level

- Proven track record in business development and/ or fundraising and clients/ members management
- Ability to demonstrate a vision and passion for accelerating impact/ positive change and ecosystem building
- Used to work in a matrix environment, collaborative in nature

Key Performance Indicators:

- Relevant community engagement and satisfaction (KPIs to be developed)
- Partnership developed
- Funding generated
- High value prospects converted in members

What we offer

- A competitive salary package adequate to experience
- 70- 80% position
- Possibility to work remotely
- A friendly, open working environment

More information and how to apply:

Please visit [our website](#), [impact stories](#) and our [LinkedIn profile](#).

Interested in applying? Please send your resumé with a cover letter to recruitment@evpa.ngo

Applications will be reviewed on a rolling basis so we strongly encourage early applications. The application **deadline is 3 January**. Once your application has been sent, we thank you not to get in touch. Only qualified candidates will be contacted for interviews. If you do not hear from us within two weeks of the closing date please presume your application has not been retained on this occasion.

EVPA is an equal opportunity employer. We celebrate and practise diversity in all its forms and are committed to creating an inclusive environment for all of our employees.