

Job opening: Impact investing market development lead

We are EVPA, Europe’s impact finance network.

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

We unite capital providers (impact funds, foundations, corporate social investors, banks, public funders) and social innovators of all sorts – from household names to emerging new players. All capital providers have a crucial role to play in driving transformative change. EVPA offers strategies, insights and practical wisdom for wherever you are on the continuum of capital.

Making more capital impact capital

We mobilise resources and ensure impact capital is deployed with maximum effectiveness – because our greatest challenges for people and planet won’t stand for half measures.



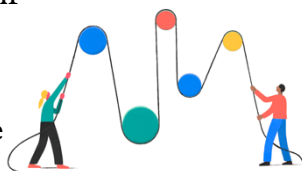
Making more people impact people

If you’re impact, you’re in – and we can set you up for success. We work to accelerate, scale and safeguard impact as new actors enter the impact finance space.



Taking collective impact action

The silo-breaker.
The partnership maker.
The collaborator.
The missing piece of the impact puzzle finder.
We are all of the above.



Taking impact wider and higher

We’re building an expansive and harmonious global impact ecosystem, setting up new markets in eastern Europe, Middle East and north Africa. Our EU policy work presses for a thriving and inclusive impact market.



Making impact history: In 19 years we went from eight to 300 members strong. We built a unique data hub for the impact space, trained 1,000+ impact champions, 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 sphere and play a vital role in global impact collaborations on data and strategy.

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 synergetic 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 2 April 2023**. 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.