

## **GSG Asia Market Development Manager Job Description**

### **About the GSG**

The Global Steering Group for Impact Investment (GSG) is a global organisation founded on the belief that investment done well can benefit all people and the planet. We want societal and environmental impact to be at the heart of investment and business decisions.

The organisation, which is headquartered in London, and with staff in Paris, Brussels, Buenos Aires, Nairobi and Rome, brings together leaders from the worlds of business, finance, philanthropy and NGOs.

The global influence of the GSG is built on a unique and growing group of National Advisory Boards, currently representing 33 countries, with 20 more in the pipeline.

These National Advisory Boards (NABs) bring together experts in the fields of investment, public policy and social and environmental innovation. Their role is to drive more capital towards the achievement of the SDGs in the countries in which they operate and beyond.

### **Role Summary**

The Asia Market Development Manager will play a critical role in supporting the establishment of new National Advisory Boards (NABs) and supporting their work during their early stages of national market development activities, especially in emerging markets in South East Asia.

This is a new role reporting to the Chief Market Development Officer, with therefore a strategic opportunity to shape this new role based on the skills, experience, and motivation of the successful candidate.

### **Core responsibilities**

The number of countries around the world working with GSG to develop their national ecosystem for impact has been growing significantly. GSG's ambition for the next 3 years is to grow the number of countries with a formal National Advisory Board, members of the GSG, from 33 to 50+ countries, to cover two thirds of the global population and 50% of people living in poverty. The GSG provides high-quality advisory, expertise, capacity building support and other services to upcoming and existing NABs, to enable the impact movement to deliver on its ambitions, unleashing the multiplier effect of the GSG's global community, to improve lives and the environment.

The main objective of this role will be to support the establishment of around 10 new National Advisory Boards before the end of 2024 in Asia.

### **Key activities**

NAB Development and Strengthening- with strong focus on South East Asian countries

- Lead, guide and support the development of new and existing market building organisations (National Advisory Boards (NABs), especially in emerging markets in South East Asia. This may include:

- Design and deliver an Asia strategy for ecosystem development
- Advise and guide local ecosystem players to design multi-stakeholder engagement plans, national strategies and action plans, based on the assessment and understanding of local needs and contexts. The main guidelines have been captured in this guide: <https://gsgii.org/reports/nab-handbook/>. This advisory work with local ecosystem players may include NAB Development related topics (e.g. strategy, communications, governance, fundraising, etc), alongside market development themes, especially public policies that will boost impact investments for the SDGs.
- engage with high level decision makers and government officials who may need to be convinced to come on board and commit time and resources to such national level initiatives
- work with local stakeholders to assess market needs, barriers and opportunities and share context-relevant examples of successful initiatives from other NABs, in order to inspire local actions
- host events and convenings with local ecosystem players and partners to accelerate momentum towards establishing NABs
- If and when needed, depending on resources and opportunities, design and lead on specific initiatives that will enable the NABs and their ecosystems to be more resilient to the negative impacts of the Covid19 Crisis, recover and rebuild.
- Partnerships management: This work will include working with a range of in-country and global partners to design highly relevant and context specific interventions as well as NAB strategies. The person will need to proactively be thinking about, and contribute to developing existing and new partnerships needed for successful NAB Development and support. It will also require to develop and nurture a pool of in-country consultants and champions, including managing and strengthening relations with local offices of GSG Strategic Partners, who can support this work.
- Capture, disseminate and localise learnings and support in the development of new knowledge, content and tools relevant for key stakeholders and the community of 700+ NAB members globally.
- Contribute to GSG core activities including M&E and reporting activities

### **Essential experience and skills**

- **Impact focused:** Excited by GSG's mission and with professional knowledge of the impact investment sector, including policies, trends and practices, especially in Asia
- **Leader and influencer:** Proven experience of influencing high level decision makers from across the private, public and third sector.
- **Community builder:** excels at building and managing long lasting relationships and multi-stakeholder collaborations, in person and in process (incl. database, CRM, etc)
- **Advisor:** consultant with an ability to guide, support and empower others to design and deliver collaborative, multi-stakeholder projects, and new organisations, leading to change at scale in target countries
- **Strategic multitasker, strong on execution:** Strategic and result-oriented overachiever excited by ambitious goals, highly organised, able to prioritise work towards clear goals and performance targets
- **Team player:** Strong team spirit who contributes to and works in coordination with a high-performing team working across geographies, able to draw on others for support in the role, as well as flexible enough to sometimes reallocate efforts to support others

- **Communicator:** Exceptional verbal and written communication; including public speaking and facilitating skills
- **Hands-on and results-oriented:** Ability to work in a non-profit environment, self-motivated, able to work independently and demonstrate initiative and tenacity in seeing tasks or projects through to conclusion;
- Fluent in English & excellent at MS office suite and online collaboration tools
- Ability and willingness to travel internationally
- Min. 10 years of professional experience. Experience working across countries in Asia is required, and experience is desired in at least one relevant field such as Consulting, International Development, Impact Investment, ESG Investing, etc.

**Location:** ideally either Singapore or Bangkok (or other locations in South East Asia)

**Compensation:**

- competitive within the charity sector
- depending on location
- commensurate with experience
- We're open to discussing part-time arrangements

**Application process:**

In order to apply please send your CV and a short supporting statement in the first instance (less than 1 page) before midnight on November 14, 2021 to [careers@gsgii.org](mailto:careers@gsgii.org).

Please state the name of the role you are applying for in the subject line.

The main objective here is that you can demonstrate you have the skills and experience that relate to what we are looking for.

We particularly welcome applications from people with disabilities, minority backgrounds, LGBTQIA and from different socio-economic and educational backgrounds.

Should your skills and experience be suitable, we will arrange for a call. As we are currently experiencing high volumes of interest in vacancies, we may only get back to successful candidates.