



ASSOCIATE DIRECTOR, KNOWLEDGE AND THOUGHT LEADERSHIP

LOCATION: TORONTO, ON OR WASHINGTON, DC

Convergence is the global network for blended finance. [Blended finance](#) is the use of catalytic public or philanthropic capital to increase private sector investment in places that need it most. We are the source for everything blended finance, including deals, data, reports, trainings, webinars, and much more. At Convergence, we believe that blended finance can disrupt traditional development finance as we know it, by attracting private sector funds to developing countries in volumes never before seen.

Convergence is headquartered in Toronto, but we operate globally and have a presence in Nairobi, Manila, and Washington, DC. Over the last five years, we have built a robust network of over 200 public, private, and philanthropic investors as well as sponsors of transactions and funds. To accelerate advances in the field, Convergence also provides grants through its Design Funding program, which funds the design of new blended finance solutions.

We are small but mighty. Join us if you want to be part of an energetic team with a unique role at the intersection of development and finance. We are passionate about and united around the goal of directing money to where it's needed most – into developing countries and towards achieving the United Nations Sustainable Development Goals. We have built a culture defined by our diversity, inclusivity, and ability to get things done. In this relatively new and growing organization, you can be sure that you'll have a voice and leave your mark. Finally, we take our team members' growth and well-being seriously, so we offer opportunities for professional development and team building as well as flexible schedules and generous time-off policies.

We are currently seeking an Associate Director, Knowledge and Thought Leadership to elevate our existing blended finance data & intelligence (content) offerings including case studies, data briefs, our historical deals database, and other publications such as our annual keystone report, [The State of Blended Finance](#). This role is instrumental in ensuring Convergence is at the forefront of the blended finance market, by building the evidence base for the field and pushing it forward.

POSITION DESCRIPTION

This role will report to the CEO and will be a member of the management team. S(he) will be responsible for overseeing a team of 3 to 4 reports and will focus on strategically guiding and enhancing our overall content program. This person will collaborate across the organization and work closely with the Head of Communications to ensure we effectively disseminate a robust content program that: i) ensures the organization is at the forefront of the blended finance market, ii) serves to influence and advocate for blended finance as a private investment mobilization tool for emerging markets, and iii) responds to Convergence members' and partners' needs and interests.

RESPONSIBILITIES

In addition to the responsibilities below, the Associate Director, in partnership with the CEO and management team, is expected to build strategic partnerships and generate leads that will lead to both financial and in-kind resource mobilization to grow the content offering.

- Refine and build upon Convergence's global content strategy to create a roadmap to generate content that influences and advocates for greater levels of blended finance in emerging markets
- Develop, define, and amplify Convergence's strategic positioning on blended finance issues through messaging and thought leadership activities, working with the Head of Communications to shape narratives and strategically disseminate content
- Oversee and contribute toward the development and production of content offerings (e.g. case studies, data, reports), including the creation of new content offerings that will complement our existing portfolio
- Be a key strategic contributor to customized content and thought leadership produced for various clients such as donors, foundations, and development finance institutions, and lead on reconfiguring that content to be useful to the broader field.
- Identify new ways of mining and building out Convergence's historical database of past blended finance transactions to create additional value in this unique resource. Identify and create new data partnerships to improve the database and collect difficult-to-find data and information (e.g., returns information, terms of concessionality).

- Develop and maximize strategic partnerships with other research-based organizations, data providers, and think tanks to enable Convergence to reach high priority stakeholders while focusing on our strengths

DESIRED QUALIFICATIONS

We are looking for candidates with 8-10 years of experience including 3-5 years as a thought leader and change agent with demonstrable experience working to influence individuals and institutions in the development finance ecosystem. The ideal candidate will have:

- Excellent communication, facilitation, and relationship-building skills
- Deep understanding of knowledge gaps with respect to blended finance, private sector mobilization
- Demonstrated experience creating knowledge products (e.g. research briefings, reports, etc.)
- A network of contacts in the private, public, and philanthropic spheres that can be leveraged to build strategic partnerships
- Excellent interpersonal skills and ability to work collaboratively in fast-paced environment
- Experience managing direct reports
- Academic background and a degree in finance, law, public policy or international development and/or relations would be of interest
- As a bonus, direct experience in grant making, structuring, or managing investments in emerging markets

Candidates should be eligible to work in Canada or the US.

APPLICATION INSTRUCTIONS

Interested and qualified applicants should send a single PDF document containing a cover letter and CV to hr@convergence.finance, with Associate Director, Knowledge and Thought Leadership in the subject line. As part of your application, please include a short, persuasive writing sample (e.g., op-ed), no more than 1200 words, that you have produced on a field/sector level topic related to blended finance (e.g. innovative finance, investing in emerging markets etc.). We are looking to hire quickly and so will be reviewing applications on a rolling basis; applicants are therefore encouraged to apply as soon as possible before October 15, 2021. Please note that due to the high volume of applications, we will only contact applicants selected for an interview.