



SENIOR ADVISOR, ASIA-PACIFIC

LOCATION: SINGAPORE

Convergence is headquartered in Canada, but we operate globally and have a presence in Africa, Latin America and the US. 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.

Convergence seeks to further build out its presence in Asia-Pacific. The Senior Advisor has deep ties into the region and will focus on generating membership and partnership leads with local and regional financial institutions, as well as with innovative organizations seeking blended finance solutions. The ideal candidate would reside in Singapore. You will be part of our senior leadership team, reporting to the CEO and working closely with our teams based in Toronto, Nairobi, La Paz, and Washington, DC.

DESCRIPTION OF ROLE

Convergence is seeking a Senior Advisor who will report to the CEO. The individual will be the organization's primary representative based in the region and will be responsible for building a robust network of public, private, and philanthropic members in Asia-Pacific and contributing towards regional specific, market-responsive content.

SCOPE OF WORK

The following comprises the core requirements of the Senior Advisor. This would be a deliverables-based contract with specific goals to be agreed upon between the chosen candidate and the firm.

Engagement and Training:

- Act as Convergence's main liaison with the Government of Singapore on development of the regional blended finance market
- Generate prospects of regional members who turn to us frequently for blended finance data, insights, capacity building, and networking.
- Identify and attend high-value external conferences and events to generate new leads and be the first point of contact for relationships in the region, passing specific relationships to others on the team as appropriate.

CONVERGENCE

- Conduct a landscape scan to identify and recommend high-value strategic relationships with complementary initiatives, channel partners, and other global or regional organizations to augment the role and use of blended finance in the region.
- Represent and participate in Convergence workshops and other business development speaking opportunities designed to educate and build capacity around blended finance amongst world-class funders and investors.

Support to Market Acceleration and Design Funding Practice:

- Build awareness within the region of Convergence's design funding windows
- Participate in proposal reviews, including due diligence on shortlisted candidates
- Act as sounding board to grantees who are advancing their concepts toward the market

DESIRED QUALIFICATIONS

We are looking for experienced candidates with 10+ years of investment transaction and relationship management experience in the region. The ideal candidate will have:

- Excellent communication, facilitation, and relationship-building skills
- An extensive network within financial, granting, or development circles in the region
- Ability to work effectively remotely and with a multi-continent, multi-cultural team
- Direct experience in financial structuring, corporate finance, or investor relations in an investment/commercial bank, DFI or investment advisory firm
- Fluency in English.

Candidates should be eligible to work in Singapore. Due to ongoing contractual engagements with government agencies, we will require the candidate to provide confirmation of COVID-19 vaccination status.

APPLICATION INSTRUCTIONS

Interested and qualified applicants should respond to hr@convergence.finance, with Senior Advisor, Asia-Pacific in the subject line. We require both a cover letter and CV, in a single PDF document. We will be reviewing applications on a rolling basis, with a goal to hire soon as possible and no later than October 2022. Please note that due to the high volume of applications, we will only contact applicants selected for an interview.