



MANAGING DIRECTOR, AMERICAS

LOCATION: MAJOR BUSINESS CENTER

Convergence is the global network for blended finance. We generate blended finance data, intelligence, and deal flow to increase private sector investment in developing countries. [Blended finance](#) is the use of catalytic public or philanthropic capital to increase private sector investment in places that need it most. Convergence's global membership includes public, private, and philanthropic investors as well as sponsors of transactions and funds. Convergence offers its members a curated, online platform to connect with each other on blended finance transactions in progress, as well as exclusive access to original market intelligence and knowledge products such as case studies, reports, training, and webinars. To accelerate advances in the field, Convergence also provides grants through its Design Funding program, for the design of vehicles that could attract private capital at scale.

Convergence is headquartered in Toronto and is currently seeking a Managing Director, Americas (MD, Americas), with the possibility of expanding their focus to Asia over time. The candidate must be able to work remotely or as part of the Toronto-based team, depending on their location.

POSITION DESCRIPTION

This role will report to the CEO and will be one of four senior positions within Convergence comprising the senior management team. The individual will work to ensure that the organization remains at the forefront of the blended finance market by building strategic partnerships and helping to shape the long-term vision of Convergence, with a specific focus and responsibility for translating this vision into an action plan for Latin America and the Caribbean, with expansion into Asia as needed over time.

The MD, Americas will lead Convergence's activities in Latin America and the Caribbean in parallel with the MD, Europe/Africa, and will jointly oversee (i) engagement with public and private practitioners of blended finance to support their deal activity, (ii) creation of market-responsive content, and (iii) implementation of the high-impact Design Funding grant window. The MD will co-manage a team of up to 15 people, most of whom will report jointly to the two regional MDs (Americas and Europe/Africa). The MD, Americas will recruit and manage one regional representative in Latin America.

RESPONSIBILITIES

Together with the CEO and the MD for Europe and Africa, the MD, Americas will:

Engagement:

- Place Convergence at the center of the blended finance field by creating a high-energy, active network of members who turn to us frequently for deal flow, data, and insights.
- Identify and cultivate relationships with world-class investors and deal sponsors across the public, private, and philanthropic sectors. The MD, Americas will be responsible for all relationships in the region, delegating specific relationships to others on the team as appropriate.
- Work with these actors to select and onboard best-in-class blended finance investment opportunities to Convergence's matchmaking platform.
- Connect capital providers and deal sponsors for knowledge exchange and to discuss transactions seeking capital.
- Build strategic relationships with complementary initiatives, channel partners, and other global organizations.
- Represent Convergence in external events, practitioner gatherings, media appearances, blogs, etc.
- With the support of the Director of Finance, Admin, and Compliance, ensure team-wide compliance on regulatory issues.

Content:

- Ensure the content curation and development strategy is responsive to the needs of active blended finance investors, in particular to the public, philanthropic, and private members of Convergence's network.

CONVERGENCE

- Translate insights gained from interacting with Convergence's membership network into opportunities for new content.
- Guide the team responsible for the historical deal database, a continuously growing database of over 350 closed blended finance deals, to ensure that deals are captured in a way that is relevant to the Convergence membership in its form and presentation.
- Develop and lead a targeted blended finance training program for institutions in the Americas, including identifying organizations that need training, negotiating the relevant contracts, and leading the actual trainings.

Design Funding:

- Work to secure an additional \$20 million in funding by 2019 for the Design Funding facility.
- Participate in the final selection of grantee candidates.
- Lead quarterly decision sessions with the Funding Committee.
- Review and clear due diligence for prospective grantees.
- Act as a thought partner to support grantees with instrument design.
- Connect grantees to sources of capital, primarily via the Convergence membership network.

In addition to the responsibilities above, the MD is expected to help build strategic partnerships that will lead to both financial and in-kind resource mobilization to ensure Convergence's long-term viability.

DESIRED QUALIFICATIONS

We are looking for experienced candidates with 15+ years of experience in some combination of finance, grant-making, project management, and content generation. The ideal candidate will have:

- Extensive experience structuring or managing blended finance transactions in emerging markets.
- Deep understanding of knowledge gaps with respect to blended/innovative finance transactions, and demonstrated experience creating knowledge products / research briefings.
- Excellent communication, facilitation, and relationship-building skills.
- A network of contacts in the private, public, and philanthropic spheres that can be leveraged to build strategic partnerships, with a particular strength in Latin America.
- Fluency in Spanish is strongly desired

Candidates should be eligible to work in an applicable major business center.

APPLICATION INSTRUCTIONS

Interested and qualified applicants should send a single PDF document containing a cover letter and CV to hr@convergence.finance, with Managing Director, Americas in the subject line. 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 January 31, 2019.