



## DIRECTOR, MARKET ACCELERATION & DESIGN FUNDING

LOCATION: TORONTO, ONTARIO, OR EST ZONE

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, La Paz, 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 a Director, Market Acceleration & Design Funding to lead the market acceleration/design funding program.

### POSITION DESCRIPTION

The Design Funding and Market Acceleration program at Convergence has delivered six years of success, having supported concepts that went on to mobilize well over \$1 billion in subsequent capital. This is a flagship program for the firm, with significant upside potential in the hands of the right person. We are seeking a strategic, high-energy leader with strong financial and relationship-building skills, a passion for finding the front edge of blended finance, and the ability to draw out the best from her or her team and colleagues across the firm.

This role will report to the CEO and will be responsible for managing the Design Funding program and future offshoots thereof. The Director will work collaboratively with staff across Convergence, and in particular, with the Associate Director, Client Services, our regional leads, the Director for Knowledge and Thought Leadership, and the CEO. The Director will be the strategic lead for all Design Funding and Market Acceleration activities. This includes (i) managing the team that delivers on multiple grant windows (sourcing, reviewing, and conducting due diligence on proposals, developing and managing relationships with prospective and existing applicants, holding Funding Committee meetings, and preparing funding recommendations for Board approval); (ii) building robust partnerships with funders and peers; (iii) ensuring that systems, people and processes are in place for the rapid roll-out of new programs; and (iv) drawing lessons from the program back into Convergence's broader knowledge sharing work via workshops, content, case studies, and other offerings. In addition, the Director will play an important role in fundraising efforts for the Design Funding program, identifying important gaps in the market, developing proposals, and engaging with prospective donors alongside the Senior Advisor to the CEO for Business Development and Partnerships.

## RESPONSIBILITIES

The Director will be responsible for three main areas of work: 1) program management, and 2) stakeholder engagement, and 3) knowledge sharing. However, the scope may evolve over time to match the growing needs of the business.

### Program management:

- Organize the team to ensure strong control over systems and processes, excellent results for funders' money, and a continued reputation as a reliable fiduciary and dedicated field builder
- Ensure that the firm receives high-quality applications from a broad range of market participants by marketing the various funding windows, identifying organizations to engage with, and encouraging applications
- Ensure that the team effectively executes on various windows, by engaging with prospective applicants, shortlisting proposals, conducting due diligence, and preparing materials for submission to the Funding Committee and Board
- Lead on funder relations, including maintaining senior-level dialog with funders and reporting key metrics and results of the program to funders
- Oversee the grant portfolio, ensuring that the team monitors progress against milestones, and stepping in to provide guidance, advice, and visibility to grantees to ensure their success

### Strategy and business development:

- Identify gaps in the market where Design Funding and Market Acceleration may serve a critical need; develop theses to underpin new programs and concepts, engage with prospective donors (e.g., development agencies, foundations) to field-test concepts
- Co-lead development of concept notes and proposals to donors
- Represent Convergence at industry events and conferences
- Lead development of funding award announcements, including press releases and blog posts

### Knowledge sharing:

- Work with the Content team to develop workshops, content, case studies, and other offerings based on learning from the program and our grantees
- Contribute thought pieces and op-eds to support Convergence's ongoing thought leadership

The Director will be based in Toronto or in another major city in the same time zone but will engage extensively with organizations in Africa, Asia, and Europe. Therefore, the Director, like others in the firm, will often have early morning or late evening/night telephone meetings. These working hours will be accommodated through flexible working arrangements by Convergence.

## DESIRED QUALIFICATIONS

We are looking for candidates with 10-12 years of experience in investment/corporate banking, impact investing, or grant making. The ideal candidate will have:

- Bachelor's degree in business, economics, international development, or a related field; excellent academic record
- Previous experience in investment/corporate banking, impact investing or grant making, that demonstrates an understanding of advanced finance concepts and track record of conducting due diligence
- Demonstrated strengths in analytics (quantitative and qualitative); communications (the ability to present information in an insightful and structured manner, especially written); and detail-oriented project management
- Self-starter with excellent interpersonal skills
- Able to work in a small entrepreneurial team environment as a collaborative partner
- Demonstrated interest in development finance and developing countries
- CFA Candidate or charter holder is an asset
- Foreign language skills are a plus

Candidates should be eligible to work in Canada or in the city in which they will be based. 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 send a single PDF document containing a cover letter and CV to [hr@convergence.finance](mailto:hr@convergence.finance), with Director, Market Acceleration & Design Funding 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 14, 2022. Please note that due to the high volume of applications, we will only contact applicants selected for an interview.