RESEARCH ASSOCIATE
LOCATION: TORONTO, ONTARIO

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. Convergence's global membership includes public, private, and philanthropic investors as well as sponsors of transactions and funds. It 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 for the design of vehicles that could attract private capital at scale. Convergence launched in January 2016 and is headquartered in Toronto. Please visit www.convergence.finance for more information.

POSITION DESCRIPTION

Convergence is currently seeking a Research Associate to support in the development of market intelligence and knowledge products. This role will be instrumental in further developing Convergence's intelligence and knowledge value proposition to members and is a unique opportunity to help grow an innovative start-up in the development finance space. The Associate will help build out key member offerings, including strengthening Convergence's database of past blended finance transactions, performing data analysis and research on the blended finance market, developing case studies on blended finance transactions, and working with knowledge collaborators in the development finance community.

RESPONSIBILITIES

The following comprises the core responsibilities of the Research Associate; however the scope will evolve over time to match the needs of a growing start-up. At the discretion of Convergence's senior management team, the Associate will also spend some percentage of her/his time supporting other member offerings.

- Develop blended finance intelligence and knowledge that provides actionable tools and insights aligned with our members' needs and interests, including data analysis, case studies, research, and webinars
- Deepen Convergence's database of past blended finance transactions, supporting data collection and validation activities, as well as identifying and working with data partners to improve the database and collect difficult-to-find data/information
- Produce analyses from the database that inform members of trends and benchmarks in blended finance, including data visualization, benchmarking, and comp sets
- Identify blended finance transactions to profile through case studies and prepare case studies through desk research and interviews with deal sponsors and their investors
- Create research reports and support the publication of thought pieces as prioritized by senior management
- Support the refinement of Convergence's strategy for advancing the field of blended finance through knowledge development, dissemination, and practitioner / investor convenings, and collaboration with other organizations
- Maintain Convergence's Knowledge Library of key industry publications and research

DESIRED QUALIFICATIONS & EXPERIENCE

- Minimum of bachelor's degree in business, economics, international relations, international development, or a related field; excellent academic record
- Preferred 1-3 years' work experience demonstrating ability to deliver results through both independent and collaborative work, particularly in fast-paced environments
- Self-starter with excellent interpersonal skills
- Demonstrated strengths in analytical capabilities (quantitative and qualitative); communications that present information in an insightful and structured manner (especially written); and detail-oriented project management
- Understanding of development finance and the political and cultural realities of emerging markets

- Ability to travel for events
- Foreign language skills are a plus

Candidates should be eligible to work in Canada.

APPLICATION

Interested and qualified applicants should send a single PDF document containing a cover letter and a one-page resume to hr@convergence.finance, with Research Associate 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 and before June 30, 2018.