



**Role:** Asia Market Development Manager  
**Organization:** GSG Impact  
**Location Based:** Asia  
**Reporting to:** Head of Asia Market Development  
**Contract or Permanent:** 2-year contract  
**Compensation:** \$4,500 - 5,000 monthly

### **GSG Mission & Objectives**

GSG Impact is a global not-for-profit organisation established under the 2013 UK G8 presidency to create the infrastructure and incentives for capital to flow for measurable, positive social and environmental impact.

We do this by developing, accrediting, and supporting national impact institutions—GSG National Partners. Today, we are responsible for over 40 National Partners covering 60% of the global population. Over 50% of our National Partners are in emerging markets, and many more are in development. GSG Impact and our National Partners collectively work together as the GSG Impact Partnership.

We are a powerful global movement developing innovative impact investment solutions and driving national and international policy and regulatory change to enable their widespread adoption.

Our mission is to build impact economies worldwide, creating the infrastructure and incentives for capital to flow toward the SDGs and climate goals.

We are very focused on mobilising capital for impact in emerging markets. Our collective efforts have influenced over \$3 billion in catalytic capital and helped launch more than 15 impact investment vehicles.

### **The Role and Responsibilities**

This is a new role based in the Asia region and will report to the Head of Asia Market Development.

GSG Impact's ambition for the next few years is to build markets for impact economies in Asia. There are a significant number of countries around the world working with GSG Impact to develop their national ecosystem. While we now have National Partners representing 50+ countries, covering two thirds of the global population and 50% of people living in poverty, we hope to bring on board new Asian National Partners in the region, strengthen and accelerate current impact partnerships with the Asian National Partners, and play a role to amplify their voices, particularly those from emerging markets and developing economies, in the global impact conversation.

The core responsibilities will be to support the establishment of new National Partners in Asia, foster regional collaborative actions amongst existing National Partners, drive national and international policy engagement to enable impact movements on its ambitions and unleash the multiplier effect of the global GSG Impact Partnership to improve the lives of people and planet.

### **Key activities**

- Initiate and support the development of new and existing market building organisations (National Partners), especially in emerging markets in South East Asia. This may include:
  - Support the delivery of Asia strategy for ecosystem development
  - Guide local ecosystem players to design multi-stakeholder engagement plans, national strategies and action plans, based on the assessment and understanding of local needs and contexts.
  - Engage with high level decision makers and government officials in each local ecosystem and as well as regional policy stakeholders
  - Engage with major stakeholders in the Asian financial hubs, facilitate learnings and insights on innovative finance models, leading to new vehicles for climate finance and other impact priorities in Asia
  - Work with local stakeholders to assess market needs, barriers and opportunities and share context-relevant examples of successful initiatives from other NPs, in order to inspire local actions
  - Host events and convenings with local ecosystem players and partners to accelerate momentum towards establishing NPs.
- Support policy engagement initiatives i.e. development of a policy roadmap, leveraging the Coalition of Action for Policy Engagement, with a focus on engagement with regional policy fora
- Design and lead on specific initiatives that will enable the NPs and their ecosystems to advance and accelerate local and regional impact economies
- Manage new and existing partnerships, including work with a range of in-country and global partners to design highly relevant and context specific interventions.
- Capture, disseminate and localise learnings and support the development of new knowledge, content and tools relevant for key stakeholders and the regional GSG Impact community.
- Engage in the initiatives that catalyse of new investment vehicles in emerging markets in Asia
- Contribute to GSG Impact core activities including M&E and reporting activities

### **Essential experience and skills**

- **Impact focused:** Excited by GSG Impact's mission and with professional knowledge of the impact investment sector, including policies, trends and practices, especially in Asia
- **Leader and influencer:** Proven experience of influencing high level decision makers from across the private, public and third sector.
- **Community builder:** excels at building and managing long lasting relationships and multi-stakeholder collaborations, in person and in process (incl. database, CRM, etc)
- **Advisor:** consultant with an ability to guide, support and empower others to design and deliver collaborative, multi-stakeholder projects, and new organisations, leading to change at scale in target countries
- **Strategic, multitasker, strong on execution:** Strategic and result-oriented overachiever excited by ambitious goals, highly organised, able to prioritise work towards clear goals and performance targets
- **Team player:** Strong team spirit who contributes to and works in coordination with a high performing team working across geographies, able to draw on others for support in the role, as well as flexible enough to sometimes reallocate efforts to support others



- **Communicator:** Exceptional verbal and written communication; including public speaking and facilitating skills
- **Hands-on and results-oriented:** Ability to work in a non-profit environment, self-motivated, able to work independently and demonstrate initiative and tenacity in seeing tasks or projects through to conclusion;
- **Fluent in English:** & other Asian languages would be an asset
- **Well-versed in MS Office/Google Suite packages:** Knowledge of Slack, Monday.com, salesforce, and project management platforms is preferable, but not essential as training will be provided. Experience with AI, Otter, Canva is a plus!
- **Ability to Travel:** Ability and willingness to travel regionally and internationally
- **Professional Experience:** Minimum 10 years of professional experience. Experience working across countries in Asia is required, and experience is desired in at least one relevant field such as Consulting, International Development, Impact Investment, ESG Investing, etc.

### **The Ideal Candidate**

This role is ideally suited to someone who wants a career in the impact space, with a strong social conscience, caring about sustainability and improving both people's lives and the planet.

You are bright, dynamic, and keen to contribute to the GSG Impact. You enjoy a challenge, are able to work under pressure and are comfortable working independently using your own initiative. You have experiences working cross-culturally, across time zones, particularly in Asian ecosystems. You are fluent in written and spoken English, other Asian languages may be beneficial.

You will require the following skills and attributes:

- Vision/passion for the impact sector
- An effective communicator, particularly with international stakeholders
- Experience in writing and communicating in a professional manner
- Excellent organisational skills and attention to detail
- Comfortable working with others to ensure project components stay on track
- Confident using social media in a professional capacity
- Ability to learn new tools and use it effectively, including project management solutions i.e. slack, monday.com, salesforce
- The ability to build and maintain connections that lead to partnerships
- Willingness to work independently, seeking support and advice from others when you need it
- Ability to juggle multiple pieces of work and prioritise
- Strong team spirit with an ability to interact with a high performing team working across geographies in a fast-paced environment
- Effective utilization of G Suite, MS Office packages

### **Application process**

Please send your CV, a one-page cover letter detailing your experience, to [careers@gsgii.org](mailto:careers@gsgii.org) by 2nd March 2025.