

GLOBAL PARTNERSHIPS



Vice President, Investor Relations

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The Organization

Global Partnerships (GP) is an impact-first investor dedicated to expanding opportunity for people living in poverty. Impact-first investing means investing in a way that seeks the highest possible social impact, while seeking to preserve capital with a modest financial return for investors. This approach is distinctly different from return-first investing, which seeks the highest possible financial return (often without consideration of social or environmental consequences), and from philanthropy, which seeks the highest social impact without any preservation of capital. GP believes that impact-first investing has an essential role to play in advancing sustainable solutions to poverty for millions of people worldwide.

All of GP's investing is aimed at empowering poor and marginalized people to earn a living, provide the basic necessities of life for their families, and improve their lives. GP seeks social impact on four dimensions:

- **Broader Opportunity** - We have a holistic understanding of poverty, so we invest across all facets of poverty: livelihoods, education, energy, health, housing, sanitation, and water.
- **Deeper Inclusion** - We invest at the edge of the market, emphasizing approaches that include people marginalized by depth of poverty, gender, and/or geography, including women and the rural poor.
- **Serving Millions** - We believe that every person matters, and want to expand opportunity for as many people as possible. We therefore focus on sustainable approaches that can, over time, scale to serve millions of people living in poverty.
- **Improving Lives** - We only invest where evidence convinces us that people living in poverty value the opportunity being delivered and are empowered by it - economically or otherwise - to improve their lives.

GP creates and manages impact-first investment funds that make loans and early stage investments in social enterprises serving people living in poverty in developing countries throughout Latin America, the Caribbean, and sub-Saharan Africa. Through these funds GP has invested more than \$300 million across 19 countries, positively impacting the lives of more than 10 million people. The GP team is comprised of 35 mission driven, dedicated, high-performing colleagues working from offices in Seattle, WA; Santa Barbara, CA; Managua, Nicaragua; and Nairobi, Kenya.

To learn more about Global Partnerships, please visit their [website](#).



The Opportunity

GP is a pioneer and leader in the emerging area of impact-first investing, and seeks an experienced Vice President, Investor Relations to play a key role in the organization's efforts to source \$185 million in fund and philanthropic capital from a diverse community of investors over the next five years.

In this newly created position reporting to the Senior Vice President, Investor Relations, the VP will oversee a global portfolio of leading impact investors, securing both fund and philanthropic capital. In addition to managing current relationships, the VP will seek to organically grow the portfolio through targeted outreach and customized relationship cultivation. The VP will be successful in this work through his/her ability to establish trust-based and substantive relationships with investors by presenting a compelling case for the opportunities associated with impact-first investing.

Portfolio Management

- Oversee a portfolio of key investors, including high-net-worth individuals, foundations, family offices, religious organizations and development finance institutions
- Skillfully manage the full-cycle of these relationships, including prospect research, cultivation, solicitation, documentation and stewardship
- Develop and communicate investment experiences in a manner that influences action and conveys the possibilities of impact-first investing
- Manage the timely delivery of investor reporting and maintain accountability and compliance standards for investors

Fund Development

- Contribute to achieving GP's five year goals for sourcing impact-first capital:
 - \$104 million in new investment fund commitments
 - \$66 million in investment fund renewals/rollovers
 - \$15 million from individual and institutional philanthropic investors
- Increase existing investor participation across multiple investment products
- Sustain and grow institutional grant portfolio to secure flexible operating support

External Engagement

- Attend and represent GP in front of external audiences, including impact investing conferences, aligned networks, wealth advisors and donor advised fund sponsors to share GP impact-first strategy and compelling track record
- Strategically deploy senior leaders, board members and existing investors to assist in capital raising efforts



Ideal Candidate

Global Partnerships seeks an experienced investment professional who is motivated and driven by a passion for the organization's mission to expand opportunity for people living in poverty. The ideal candidate will have a genuine interest in the critical role that impact-first investing plays in global development.

The VP must bring a successful track record of securing six and seven figure fund and philanthropic capital commitments from multiple types of institutional and individual investors. S/he will lead with superior written and verbal communication skills, command of GP's impact-first strategy, fluency in the financial terms of GP Funds, and clarity about impact achieved. Candidates must be adept at conveying the compelling case for GP's unique, results-driven approach to impact-first investing that focuses on achieving maximum social impact while preserving capital with a modest return for all investors.

The successful candidate will be skilled at building trusted relationships through deep listening and emotional intelligence skills that are second to none. S/he will have the ability to tailor his or her communication style to specific institutional and individual audiences, with an understanding of how to connect investors' interests with opportunities for global social impact through GP and its partners. Furthermore, s/he will possess exceptional prioritization skills with an innate understanding of how to combine grace with tenacity when stewarding new and existing relationships, always leading with a sense of humility and being in service to people living in poverty.

Minimum Qualifications

The VP, Investor Relations must have at least 10 years of experience in private wealth management or investor relations. Ideally, this person will also have an understanding of the impact investing and global development landscapes.

An advanced degree in a related field (business, international development, public administration, nonprofit management) is preferred, but not required.

This position will be based in Seattle, Washington.





To Be Considered

As an equal opportunity employer, Global Partnerships is committed to a diverse, multicultural work environment. Global Partnerships does not discriminate in employment on the basis of age, race, creed, gender, religion, marital status, veteran's status, national origin, disability or sexual orientation.

We encourage all qualified candidates to apply. A current resume and thoughtful cover letter that articulates your passion for Global Partnerships' mission and fit for the role should be submitted for consideration through [Waldron's candidate portal](#).

The following team from Waldron is assisting Global Partnerships in the search for a Vice President, Investor Relations:

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Waldron is honored to work with Global Partnerships in the search for a Vice President, Investor Relations. Global Partnerships' mission is to expand opportunity for people living in poverty, and we are doing our best to recruit a talented team member who will accelerate this mission. As the consulting partner strategic leaders choose to help attract, engage, and inspire effective leaders, Waldron provides a unique combination of executive search, leadership development, and career transition services across sectors and industries. Our passion is helping people and organizations realize their full potential and increase their impact.