

JOB DESCRIPTION

INVESTMENT MANAGER

AUGUST 2022

ABOUT NEXUS FOR DEVELOPMENT

Nexus provides innovative and affordable financing solutions to local SMEs and social enterprises that provide clean energy, water and waste solutions to low-income households and underserved communities across Southeast Asia. We are based in Phnom Penh, Cambodia, and collaborate with partners in the region and around the world to create and deploy innovative financing tools to scale locally driven solutions.

Since our founding in 2009 by an alliance of development organizations, our expertise has evolved to offer a range of technical and financial services that support the growth and impact of our partners. We offer a niche suite of professional services including carbon finance, fund management, innovative finance, and capacity-building. As an employer, we offer continuous learning and professional development.

To achieve our mission, Nexus engages with several international actors including:

- Development practitioners (social enterprises, NGOs)
- Private sectors companies and corporates, investors and donors
- Researchers, policy makers and international standards and associations

For more information, visit <http://www.nexusfordevelopment.org/>

POSITION DESCRIPTION

Through various debt financing vehicles, each with unique mandates, Nexus aims to scale locally appropriate technologies that have both climate-positive impacts and social benefits. The diverse enterprises we work with deliver everything from solar mini-grids to clean cooking devices to regenerative farming technologies that improve the lives of their customers. We support these early to growth stage social enterprises by providing affordable, flexible and unsecured debt in the “missing middle”, typically inaccessible to SMEs in emerging markets.

Nexus seeks a dynamic and driven Investment Manager to manage, improve, renew and grow its portfolio of innovative impact and pilot funds, with a primary focus on Nexus’ largest fund, the Pioneer Facility (*see our funds summary in the following table*). The Investment Manager’s role is four-fold: 1) deal cycle management, 2) reporting and administration, 3) relationship management, and 4) strategy ideation and business development.

	Pioneer Facility	Kiva	CERF
Enterprise stage	Growth stage SMEs	Early/Growth-stage SMEs	Small and Medium Agri-businesses
Sectors	Clean energy, clean water and sanitation	Clean energy, clean water and sanitations	Agri-food
Location	Southeast Asia	Asia	Cambodia
Use of Funds	Growth capital, Working capital or capex	Purchase of equipment, Funding of a specific project	Purchase of renewable energy equipment
Fund Size	USD6.5M (targeted)	n/a	USD 450,000

The Investment Manager reports to the Executive Director and the Pioneer Facility Board of Directors and will be supported by an Investment Analyst as well as with the operations team on reporting and post-investment monitoring. The selected candidate will play a significant role in shaping the future of Nexus' funds and the implementation of our alternative financing schemes.

KEY RESPONSIBILITIES

DEAL CYCLE MANAGEMENT

- **Sourcing:** Identify relevant investment and networking opportunities that fit fund investment criteria, with a focus on investments for the Pioneer Facility.
- **Origination:** Through active sourcing and developed leads, make assessment and pre-qualification of potential investees. The Investment Manager is expected to be able to conduct preliminary risk assessments independently.
- **Due Diligence:** Lead the financial due diligence on projects sourced for the various funds. Work with support of the investment analyst to deliver full due diligence reports to be presented to the relevant Investment Committee for approval.
- **Contracting and Documentation:** Negotiate loan contracts with investees.
- **Portfolio Management:** Work with the operations team to ensure timely payments and report submissions.
- **Standardization of Processes:** Continuously review existing processes, forms and templates to ensure that risks are properly flagged and mitigated, payments are on time, and deals progress as efficiently as possible.
- **Risk Management:** Resolve issues with specific deals in a timely manner as and when they occur.
- **Skills Development:** Share best practices and financial knowledge with the funds team and encourage skills and knowledge sharing within the Nexus team.

REPORTING AND ADMINISTRATION

- **Regular Reporting:** Work with the funds and operations teams on periodic reporting requirements to investors and donors. Analyse portfolio performance and share results and findings with the team.

- Other Reporting Requirements: Coordinate with the Pioneer Facility auditors, administrator, investors and other stakeholders.

RELATIONSHIP MANAGEMENT

Grow Nexus' network of potential investees, co-financiers, and funders, with a focus on pipeline development and fundraising for the Pioneer Facility.

- Investment Committees: Liaise with the ICs of Nexus' various funds not only on specific investments but also on fund strategy, opportunities, and challenges.
- Pipeline Development: Promote the Pioneer Facility and Nexus' other activities via different avenues including active outreach to impactful, commercially-viable enterprises and expanding Nexus' network of potential co-investors and financing partners, as well as regional incubators and accelerators.
- Fundraising: Actively identify potential investors or funding opportunities for the Pioneer Facility and coordinate with Nexus colleagues on business development and fundraising efforts. Coordinate on fundraising efforts for the Pioneer Facility.

STRATEGY IDEATION AND BUSINESS DEVELOPMENT

Ensure that the financial products we offer best suit the needs of both Nexus' target sectors and potential funders.

- Pioneer Facility Strategy: Work to implement and continue to develop the Pioneer Facility's strategy. The Investment Manager is expected to take ownership of the fund financial model and should be able to confidently run various scenarios.
- Funds KPIs: Take charge of finance and impact KPI setting for the various funds and assist the funds team in setting and achieving their own individual targets. Ensure that activities within the funds team align with Nexus' overall objectives.
- Business Development: Stay updated on sectoral trends and new financing mechanisms in the region. Proactively search for new opportunities (funds, investments, partners) that align with Nexus' mission and overall objectives.

KEY REQUIREMENTS

Competitive candidates will have:

- At least 5 years of relevant investment experience in the impact investing, venture capital, SME lending, social finance and/or investment banking sectors.
- Experience with growth stage start-ups in emerging and frontier markets a plus.

- Strong interest in impact investing. Current on available financing mechanisms and trends in development finance and start-up investing.
- Proven ability to take deals through the full investment cycle – origination, due diligence, structuring, contracting, and post-investment management.
- Strong financial modelling skills – able to independently build, review, and stress-test models and explain key results.
- Demonstrated experience in project management. Detail-oriented with high standard of performance.
- Track record of business development and relationship management, ideally with an established network in Asia.
- Self-motivated, driven, and able to work effectively with a high degree of autonomy in a lean, start-up environment.
- Excellent interpersonal communication skills – able to confidently work with a multi-disciplinary and impact-driven team and liaise with investees and co-investors.
- A degree in finance, business management, economics or a related field; MBA or CFA is an asset.
- Fluent in English, both verbal and written; knowledge of other languages is a plus.

THE OPPORTUNITY OFFERS

- Wide ranging experience in a flexible and dynamic environment.
- Exposure to impactful enterprises, VCs and other early stage and/or impact investors, and development partners in Asia.
- Opportunity to guide an impact fund and help promising, young enterprises to navigate through “grow-up” financing.

POSITION SUMMARY

<u>Role Title</u>	Investment Manager
<u>Location</u>	Phnom Penh, Cambodia
<u>Reporting to</u>	Executive Director
<u>Resource persons</u>	Finance and Administration Manager; Investment Analyst
<u>Term</u>	Unspecified duration, contract under Cambodian law. Nexus requests a two-year commitment.
<u>Remuneration package</u>	32 – 38K USD per annum depending on profile and experience (subject to approximately 10-15% taxation and benefiting from local competitive cost of living). Small family contribution (if applicable). Training and relocation benefits. Annual flight home provided for international staff.

HOW TO APPLY

Please submit your application [here](#). Applications will be considered on a rolling basis until September 23, 2022. Early applications are encouraged.