

REGIONAL MANAGER - LATIN AMERICA / SENIOR INVESTMENT OFFICER

ABOUT GAWA:

GAWA Capital is an impact investment firm focused on building opportunities for low-income communities through investments in social companies. With EUR 220 million managed or advised through four impact funds and three managed accounts, we aim to promote socio-economic development for vulnerable communities in emerging countries while also providing a financial return to investors.

We believe we can make a difference through our work and make this world more just, actively contributing with opportunities for those who need it the most. We have an entrepreneurial, value-based, and transparent culture. We offer a dynamic working environment within a growing organization with room for personal ideas and initiatives.

GAWA Capital is launching a new fund (EUR 300M target) focusing on the climate change resilience of vulnerable communities in Latin America and India with an innovative blending finance structure. This new fund aims to increase smallholders' and small businesses' access to climate/green financing by investing **debt and equity** in financial institutions and climate solutions providers and providing technical assistance that will strengthen their green product design & offering, processes & risk management, and employee capabilities.

For more information, please visit www.gawacapital.com

LOCATION:

Regional Manager - Latin America (flexible working location)

Senior Investment Officer - Madrid

JOB DESCRIPTION:

The Regional Manager for Latin America at GAWA Capital is primarily tasked with spearheading our investment initiatives across the region, focusing intensely on leveraging a robust network within microfinance and financial institutions. This role is central to driving both debt and equity investment strategies. Key responsibilities include:

- **Deal sourcing and evaluation:** Lead in identifying and evaluating investment opportunities by leveraging an extensive network within microfinance and financial institutions across Latin America.
- **Investment strategy development:** Help develop and execute the investment strategy for Latin America, identifying high potential sectors and opportunities for impact investing in line with GAWA Capital's current and future funds.
- **Stakeholder engagement:** Utilize a well-established client network to enhance relationships with crucial partners including investees, co-investors, and governmental bodies to strengthen our impact and presence in the market.
- **Market intelligence:** Maintain a deep understanding of the regulatory and market trends within the region to inform strategic decisions.
- **Portfolio Management:** Oversee the existing investment portfolio in the region, working closely with investee companies and Portfolio Manager.
- **Impact Measurement and reporting:** Work closely with the Transformation Team to ensure rigorous measurement and reporting of social and environmental impact from investees in the region.

The Regional Manager for Latin America will report directly to the Director of Investments and the Co-CEOs.

DESIRED QUALIFICATIONS:

- **Experience:** Minimum 8 years of professional experience in investment management at an impact investing firm, with a focus on microfinance and financial institutions in Latin America. Demonstrable success in building and leveraging an extensive client network in this sector is crucial.
- **Regional Expertise:** Deep understanding of the Latin American environmental and regulatory framework, particularly as it relates to the financial sector.
- **Climate Knowledge:** Knowledge of climate adaptation and mitigation strategies, particularly those applicable to emerging markets and the financial sector, is a plus.
- **Analytical Skills:** Exceptional ability in analyzing financial statements and constructing financial models, tailored specifically to microfinance and financial industries.
- **Leadership and Communication:** Outstanding leadership and communication skills, dedicated to driving significant social change through impactful investments.
- **Work Attitude:** A proactive, results-oriented, and innovative approach to investments.
- **Language Proficiency:** Complete fluency in English and Spanish.
- **Travel:** Frequent travel within the region is required.

WHAT WE CAN OFFER:

- Competitive compensation package, including flexible remuneration.
- Entrepreneurial culture, in which high responsibility is received from the beginning.
- Dynamic, growing organization where personal ideas to do things differently are highly valued.
- Contribution to significant social and environmental change with a transformative vision.
- Opportunity to travel and connect across Latin America.

HOW TO APPLY: Please send an email with your **CV and motivation letter** to jobs@gawacapital.com, mentioning “Regional Manager Latin America” in the subject line. The expected starting date is January 2025.