

Job opening: Market Development Lead for Central Eastern Europe

Impact Europe is the investing for impact network. We gather capital providers (impact funds, foundations, corporate social investors, banks, public funders) to increase prosperity and social progress for all, fix inequalities and injustices and preserve the planet. Together, we rally people, capital and knowledge to accelerate, scale and safeguard impact.

Making more capital impact capital

We mobilise resources and ensure impact capital is deployed with maximum effectiveness – because our greatest challenges for people and planet won't stand for half measures.

Taking collective impact action

The silo-breaker.
The partnership maker.
The collaborator.
The missing piece of the impact puzzle finder.
We are all of the above.

Making more people impact people

If you're impact, you're in – and we can set you up for success. We work to accelerate, scale and safeguard impact as new actors enter the impact finance space.

Taking impact wider and higher

We're building an expansive and harmonious global impact ecosystem, setting up new markets in eastern Europe, Middle East and north Africa. Our EU policy work presses for a thriving and inclusive impact market.

Building a European Impact Ecosystem. Investors for impact power social and environmental impact to build a better world. At Impact Europe, we join forces to build an impact ecosystem! In 18 years we went from eight to 300 members strong and truly European network. We built THE data hub for the impact space, trained 1,000+ people, produced standard-setting and bar-raising guidelines on investing for impact and impact measurement and management. We established a strategic presence in the EU policy settings and play a vital role in global impact cooperation. Not bad for a teenager!

Learn more <https://www.impacteurope.net/>



Job Description for Market Development Lead for Central Eastern Europe

Impact Europe is strengthening its market development activities in Central and Eastern Europe (CEE) – EU member countries and outside of EU countries in CEE/Eastern Europe. We therefore are expanding Impact Europe team in the region to grow our impact community and to mobilize more impact capital across the region.

We are seeking for a candidate for the position of the CEE Market Development Lead (CEE MDL), who will be working with the Impact Europe team across various areas of work, and specifically the CEE MDL will do the following:

- > lead the outreach towards capital providers and ecosystem builders in the financial and philanthropy sectors to increase their understanding of impact investment and engage them in the impact space proactively
- > identify the key roadblocks and challenges for impact investors to unlock more impact capital and increase number of impact investors in the region effectively
- > work with internal and external stakeholders of the impact ecosystem to find solutions, build ecosystem capacity and define enabling policy shaping opportunities for impact capital flows.

As a natural and engaging leader CEE MDL will work with the market development and membership team of Impact Europe to strengthen and grow the impact investors community in CEE. You will coordinate your activities in CEE with a broader market development activity in EU neighboring countries and seek synergies where applicable. You will identify critical partnerships and funding opportunities to support market development for impact investing in the region.

Key Responsibilities

- > Actively identify and engage key stakeholders from CEE to engage in the impact investing ecosystem
- > Proactively engage and lead the impact investing CEE community to unlock more impact capital and ensure the voice and representation of the CEE in Impact Europe offering and narrative
- > Develop new partnerships and funding opportunities to deliver on Impact Europe mission and strategy
- > Engage and retain impact investing members
- > support Impact Europe in developing and delivering a value proposition that enables members to accelerate their impact
- > Plan, manage, execute and report on projects related to market development activities in CEE

Skills & Qualities

- > Self-motivated, well organized, driven by ambitious Impact Europe vision, attentive, stress resistant, comfortable with prioritizing several competing tasks and responsibilities.
- > Great networker with outreach at leadership level
- > Excellent interpersonal and communication skills (both inquiry and advocacy),
- > English written and in communication; local language(s) are an asset.
- > Strong inquiry and analytical skills to help understand what impact actors needs to accelerate their impact journey
- > Service and customer orientation, with appetite and ability to create value proposition for local impact actors
- > Experience in working in an international dynamically changing environment and teams, or in CEE/Western Balkans countries would be an asset.
- > Ability to travel flexibly for work related activities.
- > A passion for social entrepreneurship, venture philanthropy and impact investing

Experience

- > Relevant experience and understanding of the impact investment, venture philanthropy, and social entrepreneurship in the context of Central Eastern Europe
- > Experience and proven track record in partnerships building, business development or fundraising role at senior management level
- > Ability to demonstrate a vision and passion for accelerating impact/ positive change and ecosystem building with proven track record in mobilizing people/communities/or organizations around common objectives
- > Used to work in an international matrix environment, collaborative in nature
- > Experience in managing projects, budgets and reporting to investors or donors

Key Performance Indicators

- > Relevant community engagement and satisfaction (KPIs to be developed)
- > Partnerships developed
- > Funding generated
- > High value prospects converted into members
- > Other (TBD)

What we offer

- > A competitive compensation depending on the type employment agreement (i.e. Belgium based employment contract or consultancy contract if based outside of Belgium).
- > Part-time position.
- > Flexible working hours and work from home policy.
- > Additional holidays.
- > Training and personal development opportunities.
- > A friendly, open working environment.

More information and how to apply:

Please visit our [website](#), [impact stories](#), and [LinkedIn profile](#).

Interested in applying? Please send your resumé with a cover letter to recruitment@impacteurope.net

Applications will be reviewed on a rolling basis, so we strongly encourage early applications. **The application deadline is 12 January 2025.** Once your application has been sent, we thank you not to get in touch. Only qualified candidates will be contacted for interviews. If you do not hear from us within two weeks of the closing date, please presume your application has not been retained on this occasion. The final hiring process is subject to available funding.

Impact Europe is an equal opportunity employer. We celebrate and practise diversity in all its forms and are committed to creating an inclusive environment for all of our employees.