



POSITION SPECIFICATION

POSITION: Managing Director, Investor Relations at Root Capital

ABOUT THE COMPANY:

Small grassroots businesses—such as coffee farmer cooperatives and artisan associations—are engines for sustainable development and poverty alleviation in rural communities in the developing world. Considered too small and risky for mainstream banks and too large for microfinance, these grassroots businesses are caught in the “missing middle”; they cannot access the capital they need to grow and sustain their operations.

Root Capital addresses this market failure through an innovative lending model that serves the needs of these remote grassroots businesses. We are creating a new class of capital sitting between microcredit and commercial lending, enabling rural communities to unlock wealth and build sustainable livelihoods.

ABOUT THE POSITION:

The Managing Director, Investor Relations will support Root Capital’s investor relations programs, working closely with and reporting directly to the Senior Vice President of Business Development and Corporate Relations. In addition, s/he will be responsible for meeting and exceeding Root Capital’s philanthropic revenue goals; and will ensure that donor/investment programs are aligned with organizational strategies, planning and values.

Responsibilities include but are not limited to:

- Manage the planning, implementation and evaluation of an effective philanthropic revenue strategy that results in the successful cultivation, solicitation and stewardship of new and existing donors/investors
- Communicate and position Root Capital’s mission and vision to a range of external, sophisticated audiences to deepen the organization’s impact ; this will include oversight of regular communication with funding community, including progress reports, financial updates and loan renewal reminders
- Supervise a growing team of employees (currently five), including a Director, two Associates, and two Investor Relations Officers
- Use creative and strategic research to cultivate and secure new sources of capital
- Work closely with Root Capital’s senior organizational leadership and board members to ensure timely and effective solicitation of new sources of revenue; this includes developing both turnkey and individualized proposals as needed, as well as mentoring staff and board

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- Support the business development team regarding strategy and enhancement of support structures and systems that will improve Root Capital's efficiency and effectiveness
- Capture and share institutional knowledge with staff across the organization, enabling the team to work efficiently and advocate the organization's mission
- Serve as a core member of Root Capital's Leadership Team

**CANDIDATE
REQUIREMENTS:**

- Deep commitment to innovative solutions concerning the "missing middle," particularly for small and growing rural/agricultural businesses in developing countries
- Knowledge of and passion for the emerging social capital markets and impact investing space
- Results oriented leader with a proven track record
- Leadership skills, with the ability to manage and inspire a team on a day-to-day basis, as well as exemplify the Root Capital culture to both the full staff and broader community
- Capacity to develop and sustain valued relationships with a diverse set of stakeholders, work well in a team environment, and adapt to a rapidly changing environment
- Excellent speaking and writing skills, with an ability to communicate complex concepts in compelling ways across the full spectrum of audiences, including the philanthropic community, corporate executives, economic development experts, academics, journalists and other influential thought leaders
- Track record of communicating, marketing and generating revenue for an intangible product
- Advanced degree (MBA, M.Sc., etc...) or equivalent relevant experience in sustainable business, international development, financial services to the poor, venture philanthropy or related areas
- 7+ years of professional experience with an understanding of financial markets, donor/giving strategy, relationship building, and/or impact investing
- Ability to travel (domestic and international) as needed (currently estimated at about 30%)

COMPENSATION: Competitive compensation, commensurate with experience.

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