



POSITION ANNOUNCEMENT

POSITION: DIRECTOR, RESEARCH

ABOUT THE ORGANIZATION: The Global Impact Investing Network (GIIN) is a not-for-profit organization dedicated to increasing the scale and effectiveness of impact investing around the world.

Impact investing is one of the most important social innovations of our time, and interest in it is exploding. The GIIN, now nearly ten years old and backed by leading funders such as The Rockefeller Foundation, Ford Foundation, USAID, the UK Department for International Development, Prudential, and J.P. Morgan, has a growing membership network of over 280 members in 41 countries. The GIIN works to mobilize a global network of leading financial institutions and others to dramatically increase the amount of capital being deployed effectively to social and environmental issues around the world. To learn more about the work we do and impact investing, please visit www.thegiin.org

ABOUT THE POSITION: The GIIN is widely recognized for providing high-quality practitioner-oriented insights into the impact investing market and state of practice, helping to bridge critical knowledge gaps facing actors across the ecosystem. Key research themes include market activity and trends, financial and impact performance, and impact measurement and management. The GIIN conducts both qualitative and quantitative research using primary and secondary data collection methods and manages projects both in-house and via external partners. We are currently seeking a Director to lead a Research team with four staff members.

This position reports to the Director of Strategy.

The Director of Research will:

- Shape the GIIN's research agenda and strategy by:
 - Understanding market needs, dynamics and trends to identify highest value-add opportunities for research
 - Coordinating with other GIIN programmatic areas to ensure a symbiotic market value proposition for research
 - Cultivating and managing productive relationships with other researchers in the industry for mutual benefit
- Oversee execution of projects by engaging in all steps of the research process – conception, design, data collection, analysis, drafting, and dissemination – in an organized, collaborative, and resourceful manner; in particular:

- Providing high quality technical and strategic guidance at various stages, including study design, methodology, analysis, inference and positioning
- Signing-off on key project choices and decisions
- Crafting multipronged dissemination plans and executing dissemination events to inform and influence the work of practitioners in a meaningful way
- Manage the overall Research portfolio and personnel and budget allocation, updating frequently to reflect shifting priorities and available resources
- Lead the Research team to work in concert with other programs towards the GIIN's mission, including integrating market intelligence gained by other departments in the research agenda and study design and supporting other program teams in integrating insights learned by the research team in their program development
- Directly and indirectly manage a high-performing team of Research Managers, Associates and Analysts, supporting their professional development
- Engage as a member of the GIIN's senior leadership team, providing input on broader organizational operations and strategic choices
- Support the GIIN's fundraising efforts, including providing inputs on proposals and drafting progress reports
- Additional responsibilities as needed

CANDIDATE PROFILE: The GIIN seeks a candidate with a strong technical research background and an orientation towards partnership with other functions to collaborate in driving towards the organizational mission. The Director of Research must be an analytical, organized, resourceful, and responsible individual with a high degree of professionalism. The Director must also be adaptive, collaborative, and comfortable working in a fast-paced environment. Experience in high-growth organizations would be advantageous, but not required.

The ideal candidate will have:

- At least fifteen years of work experience in a relevant field: (impact) investing, management consulting, impact measurement, practitioner-oriented business/investing research
- Clear conviction that investment capital can be effectively deployed to address social and environmental challenges, and a demonstrated interest in impact investing, social entrepreneurship, and/or related fields
- A sound understanding of, and interest in, the world of investing and capital markets, including the roles and interests of different investor types

Research Skills:

- Substantive experience in the development of practitioner-oriented research reports and high-quality fundamental research skills, including

the ability to design studies, collect data, conduct rigorous data analysis using statistical software, and to write high quality reports

- Comfort with both executing research and overseeing execution by others, including via managing project teams across organizations and time zones

Relationship Management Skills:

- Strong stakeholder management skills, including with staff, funders, target audiences and research partners
- The ability to represent the Research team and the GIIN, and to cultivate and manage relationships with high-level stakeholders in the impact investing ecosystem
- Highly polished external communication and speaking skills, with ability to deliver presentations at major industry events and conduct interviews with media

Managerial and Leadership Skills:

- Experience managing highly ambitious direct reports towards success by providing appropriate levels of independence, guidance and coaching
- Experience managing resources and budget
- Experience in thinking holistically about an organization's mission and the relationship between their work and the work of others

In addition, the candidate must be:

- Adept at working on multiple projects simultaneously
- An initiative-taker with a proactive approach to problem-solving
- A personable, engaging presence, with diplomacy, and good humor
- Aligned in thought and action with GIIN's values:
<https://thegiin.org/values-and-guiding-principles>
- Authorized to work in the United States (strongly preferred)

LOCATION: Full-time role in a flexible, entrepreneurial culture. This position will be based in New York, NY.

COMPENSATION: Competitive compensation, commensurate with experience, with an excellent benefits package.

TO APPLY: Email cover letter and CV to Human Resources at hr@thegiin.org. State "Director Research_ **First Name Last Name**" in the subject line of your email. Please indicate where you saw the job posting in your cover letter and include your salary requirements.

Applications will be reviewed on a rolling basis so we strongly encourage early applications. Selected candidates will be contacted for interviews.

No phone calls please. Only qualified candidates will be contacted. The GIIN is an Equal Opportunity Employer.