

## Director of Investments

### Organization Description:

GAWA Capital is a dynamic impact investing firm founded in 2009 and headquartered in Madrid. Our mission is to promote social and economic development among low income communities in developing countries by leveraging private capital markets and entrepreneurship. We apply the best practices from the private equity and impact investment industry in order to provide our investors with excellent financial returns and sustainable social impact. Today we have over \$60 million in assets under management making both debt and equity investments in financial inclusion and potentially other impact investing sectors.

We offer the opportunity of actively contributing to a sustainable society. We have an entrepreneurial, value-based, informal and transparent working culture. We do what we do because we believe we can make a difference making this world more just. We offer a dynamic working environment within a growing organization where there is room for personal ideas and initiatives.

For more information, please visit [www.gawacapital.com](http://www.gawacapital.com)

### Job Description:

The Director of Investments shall be responsible for deal flow generation, structuring investments, monitoring and expanding the investment portfolio, serving on boards, creating exit opportunities and coordinating technical assistance for the investees. The Director of Investments will be supported by a team of talented professionals with the common interest of creating an impact in low-income communities through investments in social businesses.

The Director of Investments specific duties shall include:

- Sourcing investment opportunities by initiating, maintaining and deepening contacts with (potential) investees
- Participating in the due diligence of investment opportunities
- Structuring and negotiating investment terms, presenting transactions for approval to the Investment Committee, monitoring and reporting the social impact, ensuring investee's continued growth and social mission, and negotiating attractive exits.
- Running transaction processes from origination to execution
- Representing the fund on company boards and actively support value creation of the investment
- Initiate, maintain and deepen contacts with other stakeholders such as peer investors and technical assistance providers and support agencies in order to develop new opportunities
- Managing a team of investment professionals supervising the day to day operations of the firm
- Coordinating the evaluation of social performance of target investee companies, conducting due diligence (financial, social, legal and regulatory) and risk analysis
- Fund raising activities in collaboration with the rest of the senior team
- Support the development over the longer term of other impact investment funds

### Desired Qualifications:

- Academic degree, MBA would be a plus
- In depth understanding / 5+ plus years of experience in microfinance, impacting investing, investment/corporate finance, business development/strategy. At least two years of experience in Private Equity/Venture Capital investments. Agricultural investments a plus
- Demonstrated ability to manage and motivate teams of highly qualified professionals
- Passion for social change through for-profit impact investments
- A result-oriented, open and entrepreneurial work attitude
- Fluent in English both orally and in writing. Working knowledge of Spanish required. Willingness to travel abroad on a regular basis

Location of the position is Madrid.

### What we can offer:

- Competitive package
- Proactive and entrepreneurial work environment passionate about impact investing
- Opportunity to become partner in the medium term leveraging a dynamic learning environment
- Opportunity to live in Madrid which offers great quality of life

**How to Apply:** Please send an email with your CV to: [jobs@gawacapital.com](mailto:jobs@gawacapital.com)