

With assets under management of USD 1 billion, responsAbility Social Investments AG is one of the world's leading social investment companies. Its areas of focus include microfinance, SME financing, fair trade, and independent media. responsAbility's investment solutions give people in developing and emerging economies access to markets, information, and other services crucial to their development; they enable private and institutional investors to earn a financial return while at the same time making a positive social impact.

For our local office in Mumbai, we are seeking to employ an experienced

## **Investment Officer** **for Equity Investments in Energy, Agriculture, ICT, Health & Education**

This opening is related to our investment funds' activity in South Asia and Southeast Asia to invest in businesses that contribute to value creation with social impact, typically at the base of the income pyramid in sectors such as energy, agriculture, ICT, health or education.

The position will primarily be responsible for the following:

- Source new early stage investments, including networking, calling potential prospects, meeting with entrepreneurs and attending conferences/trade shows
- Develop investment themes, gather and synthesize data, and construct related presentations
- Develop industry knowledge and contacts to help drive investment strategy
- Assist in the due diligence for potential new investments, including market research and analysis, product / service evaluation, review of industry trends, exit analysis and reference calls to customers and business partners.
- Analysis of operational forecasts and budgets for active or potential investments.
- Development of financial models relating to financings and exits.
- Assistance in monitoring of portfolio investments.
- Writing up deal summaries and deal memos.

While this position will be based in Mumbai, a significant amount of time is expected to be spent traveling in India and South / Southeast Asia, often in rural areas.

We are seeking candidates who have:

- Four+ years of experience in operations as an entrepreneur; or in strategic consulting or in investment banking with a good understanding of startup businesses & financial modeling.
- Degree in economics, business administration, finance, or a related field from a top institution. Advanced graduate degree preferred.
- Excellent oral and written English; preferably 1-2 additional regional South Asian languages
- Strong analytical, writing and presentation skills
- Good work ethic and intercultural skills
- Strong financial modeling and accounting skills; proficiency with spreadsheets
- Interest in and enthusiasm for social investments

To apply for this position, please send your full application (CV, motivation letter stating possible starting date and salary expectation) to HR, which is undertaking the preselection process. If you have questions regarding the position, please contact Anand Chandani, Regional Manager South & SE Asia. HR E-mail: [hr@responsAbility.com](mailto:hr@responsAbility.com); Questions: Anand Chandani, [anand.chandani@responsAbility.com](mailto:anand.chandani@responsAbility.com); Internet: [www.responsAbility.com](http://www.responsAbility.com)

**responsAbility Social Investments AG**

Josefstrasse 59, 8005 Zurich, Switzerland

Phone +41 44 250 99 30, Fax +41 44 250 99 31

[www.responsAbility.com](http://www.responsAbility.com)