

The European Development Finance Institutions Management Company (EDFI MC) is hiring a

## **Business Unit Manager Development & Partnerships – Development Finance**

### **Who we are:**

EDFI Management Company (EDFI MC) is an *EU-funded hub* to manage **innovative development finance solutions**.

EDFI MC operates on behalf of 15 European Development Finance Institutions (*DFIs*) to offer financial services to **sustainable development projects** led by the private sector in **emerging and developing economies**. EDFI MC's product portfolio includes investment solutions, co-financing vehicles, and risk-sharing instruments. All these financing instruments are designed to contribute to the *Sustainable Development Goals* and the *Paris Climate Agreement*.

Concomitantly, EDFI MC works in close operational cooperation with relevant DFIs and the EU throughout the investment process.

EDFI Management Company is a *multicultural* organization with over 40 employees located in Brussels. The staff consists of specialized investment professionals, relying on the support of various departments.

For more information, [visit www.edfimc.eu](http://www.edfimc.eu)

### **Your mission:**

As a member of the management team, The Business Unit Manager Development & Partnerships will be responsible for the development and delivery of **innovative development finance products**, and for **institutional relations with the European Commission (EC)**, the European DFIs, and other stakeholders. With a focus on defining new **blended finance products**, acquiring new mandates, and further developing EDFI MC's business. This position will also be responsible for the **implementation of risk-sharing facilities and co-financing facilities**, hand in hand with the European DFIs and other partner institutions like the European Investment Bank.

Business Unit Manager Development & Partnerships will lead a team, including a unit devoted to handle relations with stakeholders and preparing new mandates; and a second one focused on managing co-financing facilities and risk-sharing facilities.

### **Key responsibilities:**

- Ensure a role of representation and outreach, including attendance to conferences and meetings, towards the EC, European DFIs and other partners in support of the CEO.
- Development of new innovative financial products and services, preparation of applications and negotiation of new mandates, as well as follow-up, reporting and amendments to existing delegation agreements.
- Ensure the rationale of new mandates. They must fully match EDFI MC mission and vision and, at the same time, be quite workable under current corporate managing capacity. This role is cross-cutting since it requires having active relations with all the departments of the Company.

- Implementation and management of co-financing facilities and risk-sharing facilities. These two roles include a wide set of functions:
- Responsible for the management of the team and business planning & budgeting as well as developing new strategies in alignment with the CEO of EDFIMC

### **Required skills and experience.**

The ideal candidate for the position of Business Unit Manager Development & Partnerships has the following profile:

- **> 5 years of experience in development finance and institutional relations (EC)**
- **People management skills and experience**
- Thorough knowledge and understanding of **European institutions and development finance institutions** is a must for this position, as well as network building capacity.
- In debt knowledge of financial products, corporate finance, blended finance, financial modelling, etc.
- Excellent communication skills both written and verbal, with the ability to summarize complex information effectively for a senior leadership audience.
- Fluent in English both written and spoken. A good command of at least one other European language will be considered.
- Candidates must be in possession of **a valid work permit for Belgium**.
- Candidates currently living abroad must be **willing to relocate to Belgium**.

### **What we offer**

- A dynamic and international environment in collaboration with passionate people
- An impactful work in direct contact with EDFI Networks and Stakeholders.
- A full-time employment contract with EDFI MC based in Brussels.
- Compensation in line with bilateral development finance institutions.
- Possibility of homeworking 2 days by week.

### **How to apply**

For this recruitment we work with our partner **Profile Group**. If you have any questions do not hesitate to contact the recruiter **Hans Verheij**: email: [hans@profilegroup.com](mailto:hans@profilegroup.com) or mobile phone: +32 473 71 51 14. To apply to this vacancy, just click on the link below:



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The EDFI Management Company (EDFI MC) was established in 2016 on behalf of 15 European Development Finance Institutions (DFIs). Since 2021, EDFI MC is owned by nine EU pillar assessed DFIs and the EDFI Association in equal shares. EDFI MC delivers innovative development finance solutions that enable European DFIs, development banks and private sector investors to increase the scale and impact of their work. The company focuses on business models, technologies, and geographies where other investors have not been able to operate at the desired scale given their resources and investment criteria.