



Job Description: Investment Solutions Manager (Europe and Africa)

ABOUT FAITHINVEST

FaithInvest (www.faithinvest.org) is an international, multi-faith, not-for-profit movement and membership organisation for religious groups and faith-based investors. Our mission is to measurably grow the scale and impact of faith-consistent investing. Our vision is to achieve this by supporting faith-based asset owners - investment groups, philanthropies and faith-based NGOs - to become the major worldwide forces proactively engaged in faith-consistent investing with positive environmental and sustainable development outcomes.

Currently FaithInvest is developing access to many faith-based asset owning groups with a potential of influencing many billions of faith investments within faiths worldwide – including Buddhist, Christian, Daoist, Hindu, Jewish, Muslim, Sikh and Shinto. Over the next one to two years we aim to develop over 100 members who are committed to shifting their portfolios to be more faith-consistent. We do not offer investment advice or run investment funds ourselves; our role is to partner with, support and amplify existing efforts, and to create new investment opportunities, by curating connections which facilitate portfolio shifts.

The ideal candidate for this job is someone with the experience and presence to support faith-based investment conversations with senior institutional investors, and to actively explore the development of faith-consistent investment solutions with members in a collaborative and iterative manner.

JOB DESCRIPTION

Investment Solutions Managers are responsible for finding potential members – faith-based asset owning institutions - bringing them on-board, deeply understanding their investment policies, practises, portfolios and organisational needs, and integrating them into the FaithInvest network. This person will regularly be interacting with investment professionals and CIO level personnel.

Investment Solutions Managers report to the Investment Solutions Director.

The postholder will have responsibility for:

- **Supporting the Investment Solutions Director in understanding members and curating interactions within the FaithInvest network:**
 - Collecting and maintaining key information about members - including current investment portfolios, organisation structure (including board and governance structures), key priorities and focus areas
 - Creating a strong relational link between each member and FaithInvest, regularly interacting to keep up-to-date with each member's operations and encouraging formation of and participation in relevant working groups and other FaithInvest initiatives
 - Identifying members' common areas of focus for Research and Development

- Understanding each members' specific capabilities and leveraging those for the benefit of others in the network
- Interact one on one through calls/meetings and through the Member Portal
- **Executing the membership drive:**
 - Reaching out, engaging with and presenting the benefits of FaithInvest to potential members
 - Leveraging FaithInvest connections in order to initiate conversations with potential members
 - Leveraging partner organisations, in conjunction with the Membership Director, in order to further drive membership and increase the visibility of FaithInvest
 - Recruiting new members from new sources, engaging in research and outreach into the Asset Management industry (managers, consultants, intermediaries), in conjunction with the Membership Director
- **Helping to deliver member services and the implementation of the membership programme:**
 - Advocating for members' needs so that they are understood and prioritized
 - Actively use knowledge gained from member interactions to create content and ideas for the Member Portal, white papers and financial press articles.

PERSON SPECIFICATION

Skills

The successful postholder will have demonstrable capabilities in:

- Engaging asset owners and developing an understanding of their portfolios and needs
- Quickly assimilating the leading-edge concepts of today's faith- and ethics-based investing
- Engaging with asset managers and commercial investment professionals
- Awareness of and sensitivity to the core role that faith, beliefs and values hold in faith-based asset owners' approach to their investments
- Collaborating effectively with people and teams of many faiths and cultures

Experience

The successful postholder will have:

- Client Service and Sales experience (preferably in the investment industry)
Experience with sophisticated clients with broad challenges and exposure to more technical client service roles would be helpful.
- Investments knowledge
Broad knowledge across multiple asset classes focused on integration of ESG, faith values and impact investments are a big plus. Understanding of asset owner needs and processes would be very helpful.
- Knowledge of faith-based asset owners
- Personal interest in and commitment to faith- and values-based investing

Qualifications

We welcome candidates who can demonstrate an investment background either through education or experience.

LOCATION

Location can be flexible. FaithInvest is headquartered in the UK, and the role will require remote working as well as 15% - 25% travel.

EQUALITY STATEMENT

As a secular organisation, working closely with partners across a range of faiths, and in a number of different countries, we are strongly aware of the value and importance that diversity brings to our small team. We are an equal opportunities employer, and we welcome applications from all suitably qualified persons regardless of their sex; religious or similar philosophical belief; race; age; sexual orientation; marital status; whether they are disabled; or whether they have undergone, are undergoing or intend to undergo gender reassignment.

Interested and qualified applicants should send their CV, a link to their LinkedIn profile, and their Cover Letter to jobs@faithinvest.org.

Applications will be reviewed on a rolling basis, so we encourage early application