

Terms of Reference for associates and consultants

IMPACTO CAPITAL is a Maputo-based start-up promoting investment in entrepreneurs, projects and companies with high potential for economic, social and environmental impact.

IMPACTO CAPITAL aims to contribute for a new economic model that is more inclusive, balances and sustainable by applying best practices and extensive experience in business and investment management, venture capital, fund management, mergers & acquisitions, capital raising (corporate, project and Grant finance), strategic, financial and commercial consultancy.

We are currently looking for associates and consultants with the right combination of talent, skills and motivation, and that share our vision for a more inclusive, balanced and sustainable economic development model.

Conditions

- Full time based in Maputo and other forms of flexible collaboration can be considered.
- Other terms and conditions to be discussed.

Personal requirements (associate and consultant profile)

We look for professionals aligned with our philosophy of investment and development. The candidate must demonstrate commitment with development. Other required skills and competencies are presented below.

- Relevant experience in Investment, Venture Capital, Fund Management, Mergers & Acquisitions, Investment Analysis, Financial or Strategy Consulting.
- Alternatively, experience as an entrepreneur, working in a startup or supporting startups.
- Masters or Bachelor degree in Business, Finance or Economics. Other relevant fields of study can be considered.
- Sensitive to issues related with sustainability, social development, environment and conservation.
- Good analytical, problem-solving and decision-making skills, structured thinking and speaking.
- Capable of assessing a business or a market's current situation, trends and future perspectives.
- Capable of designing assessments, organizing information and structuring solutions.
- Capable of having positive and constructive conversations, communicating solutions and complex reasoning with in a clear and structure manner.
- Will work under pressure, at distance, autonomously and using IT tools.
- Good skill working with MS Excel, MS Word e MS PowerPoint.
- Fluent in English and, ideally, knowledge of Portuguese.

Roles and responsibilities

- Staff will be involved in one or more of the following activities:
 - Join or manage a team in financial and business analysis, developing financial models, feasibility analysis, drafting business plans, investment presentations, teaser or memoranda;
 - Join or manage a team throughout a transaction process (origination, structuring, negotiation, due diligence, etc);
 - Join or manage a team structuring and managing an SME impact investment fund (structuring, investment strategy, fund raising, investment management, supporting businesses, reporting to investors, through to exit).
- Staff should proactively participate in business development and in growing IMPACTO CAPITAL network of clients and partners. Identify investment opportunities and develop contacts with investors, financiers and other potential partners in public, private and the development sector.
- Staff should actively work on the growth and the development of IMPACTO CAPITAL through the sharing of ideas and leads, through coaching and mentoring, promoting a collaborative working environment, ethics and participating on periodic team meetings.

What can IMPACTO CAPITAL offer

- Joining a young, dynamic and professional start-up with a fulfilling purpose.
- Contributing to the growth and development of an emerging sector with immense potential (impact investing, SME financing, emerging markets investing).
- Developing skills in impact investment (impact investment, social venture capital, social impact bonds), financial analysis (structuring investment and financing transactions), general professional skills (analytical skills, procedures and commercial), monitoring and evaluation of social and environmental impact.
- Exposure to a variety of businesses in different sector and emerging market geographies (Portuguese-speaking countries).
- Performance and result-based remuneration.
- Joining a multidisciplinary, young and highly motivated team committed to economic, social and environmental development.

How to apply

Contact us on info@impacto-capital.com with the following personal information:

- Brief presentation (personal and professional history, place of residence and current working situation);
- Main objectives and motivations to work with IMPACTO CAPITAL;
- How do you believe you can add value to IMPACTO CAPITAL and to the development of impact investment in general;
- Availability to collaborate (time, terms and conditions);
- Curriculum Vitae.