

CATALYZE Peru

Chief Executive Officer Job Description

November 5, 2020

COMPANY OVERVIEW

Palladium is a global leader in the design, development and delivery of Positive Impact - the intentional creation of enduring social and economic value. We work with foundations, investors, corporations, governments, foundations, communities, and civil society to formulate strategies and implement solutions that generate lasting social, environmental and financial benefits.

For the past 50 years, we have been making Positive Impact possible. With a team of more than 2,500 employees operating in 90 plus countries and a global network of more than 35,000 technical experts, Palladium has improved - and is committed to continuing to improve - economies, societies and most importantly, people's lives.

Palladium is a child-safe organization, and screens applicants for suitability to work with children. We also provide equal employment to all participants and employees without regard to race, color, religion, gender, age, disability, sexual orientation, veteran or marital status.

PROJECT OVERVIEW AND ROLE

CATALYZE Peru is a new USAID initiative implemented by Palladium with the objective of mobilizing significant and primarily commercial financing and investment at scale to micro, small, medium and large businesses and financial institutions of all sizes in the nine regions of Peru's Amazon. It is a \$15 million three-year (2020 – 2023) initiative under the \$250 million eight-year global USAID CATALYZE program implemented by Palladium, which seeks to mobilize \$2 billion in private capital, especially to underfinanced social sectors and emerging countries.

In regions dense with natural resources, ecological beauty and biodiversity, CATALYZE Peru will create a sustainable platform of services utilizing a blended finance approach to facilitate new investments into the Peruvian Amazon region, thereby strengthening the Amazon economy. It intends to assist investors of all types and sizes - through provision of technical assistance, strategic use of incentives, and innovative risk mitigation - to identify and facilitate commercially viable opportunities and business models that generate value, provide financial returns and high impact, and simultaneously protect the Amazon geography.

CATALYZE Peru includes three interrelated offerings:

1. Develop Partnerships and Structure Projects/Business Models
2. Strengthen Financial Institution Services to Targeted Regions, Sectors and Value Chains.
3. Develop Digital Information Systems to Support Projects/Business Models.

Palladium is seeking qualified candidates to serve as Chief Executive Officer for the USAID-funded CATALYZE Peru program. CATALYZE Peru aims to generate hundreds of millions in new, private financing positively benefitting the Amazon region.

PRIMARY RESPONSIBILITIES

Strategy & Business Development

- Provide overall strategic direction and leadership for CATALYZE Peru with the objective to mobilize private capital at scale into the Amazon sustainably.
- Responsible for instilling and infusing a commercial and private sector orientation into all aspects of CATALYZE Peru.
- Support the development of an ecosystem promoting responsible investment in the Amazon by developing a robust network of technical assistance, business advisory, and transaction advisors.
- Work with Peruvian and cross-border financial institutions and investors to attract capital to the Amazon region.
- Create new business models that lead to mobilizing significant capital towards Peru's Amazon that contribute to inclusive growth and environmental protection.
- Initiate, innovate, promote and foster successful partnerships with a range of private and public stakeholders.
- Assist in the conceptualization and operationalization of a commercially viable (or partially subsidized) spin-off vehicle to continue critical services following the conclusion of the program.

Government facing activities

- Serve as CATALYZE Peru's local representative and primary, in-country liaison to USAID Peru, the Government of Peru, and other USAID partner institutions. Represent CATALYZE Peru with key stakeholders and participants at public events.

Leadership and management

- Responsible for effective leadership and management of a multi-disciplinary, in-country staff including senior level and operations staff.
- Oversee the implementation of the CATALYZE Peru's scope of work and approved annual work plans.
- Provide technical leadership and quality control for deliverables required by the client
- In coordination with the Chief Financial Officer, provide oversight of the CATALYZE Peru budget.

Other Managerial Duties

- Maintain close coordination with Palladium Washington DC Americas headquarters office, providing regular updates on the project's progress and direction, reporting to the Activity Lead.

QUALIFICATIONS, SKILLS AND EXPERIENCE REQUIRED

The successful candidate will be an agile innovator and strategic thinker with proven leadership, business development and team building skills, with an entrepreneurial spirit and track record of working with diverse sets of stakeholders from the private sector (preference for experience with financial institutions). The preferred candidate will have expertise in at least one of the following fields: investment management or banking, financial services, entrepreneurship, supply chain systems, and technical assistance delivery, ideally in the Peruvian Amazon region.

- A minimum of 15 years of professional experience in the private sector in senior management roles, preferably in sectors such as financial services, commercial/investment banking, portfolio management, commercial consulting, business entrepreneur, agribusiness, or other relevant disciplines.
- A degree in Business, Economics, Engineering, or related fields. Advanced degree in a related field is preferred.
- Proven experience in business development and network establishment.

- Experience in business planning, understanding commercial trends, and designing profitable businesses.
- Experience or expertise in financial and/or investment transaction structuring, design, negotiation, and execution, including due diligence and financial modeling.
- Proven leadership skills and team building experience.
- Evidence of strong communication and representation skills at various levels.
- Agribusiness, agricultural supply chain financing experience or expertise, preferred.
- Experience or expertise specific to environmentally sustainable finance, with sustainable development objectives and/or environmental protection, preferred.
- Experience in Peruvian Amazon, preferred.
- Experience or expertise on supply chain systems, supply chain management challenges, and supply chain governance, preferred.
- Experience or knowledge of information technologies, tech-enabled companies, or technology dynamics in the market preferred.
- Experience working and/or engaging with international stakeholders, development agencies, or similar, a plus.
- English fluency preferred.
- Professional Spanish fluency required.

This position is open to Peruvian Nationals, Residents of Peru, or those currently eligible to work in Peru.