



Position Specification

**European Development Finance Institutions Management
Company**
CEO

Our Client

EDFI Management Company (EDFI MC) is a public limited company based in Brussels, Belgium, with the purpose to deliver development finance solutions that enable European development finance institutions (DFIs) and other investors in the private sector to invest more and in higher risk projects than they would otherwise be able to do in emerging and developing economies. EDFI MC achieves its purpose through mandates to manage facilities which provide financing, technical assistance and other means of support directly and in close collaboration with its partners.

EDFI MC was established by EDFI – the Association of European DFIs – in 2016 as a multi-stakeholder platform for promoting their financial cooperation with the EU institutions. Today, the shareholders of EDFI MC are the EDFI Association together with nine EU-based European DFIs. The members of EDFI are 15 European government-backed DFIs, which promote private sector development in emerging and developing economies through impact-oriented investment and advisory services. EDFI member institutions have 3'000 staff members and investments of close to €50 billion in more than 100 countries around the world in sectors such as financial services, renewable energy, and agriculture. European DFIs are committed to aligning international financial flows with the Sustainable Development Goals and the Paris Climate Agreement. They collaborate closely through harmonised standards, extensive co-financing, and joint financing facilities based on partnerships among DFIs and with public donor institutions.

EDFI MC has built a multi-disciplinary organisation of approximately 40 staff members and an annual operating budget of approximately €7 million. The company is mission-driven, entrepreneurial and accountable to meet the high standards of its shareholders and funders. In 2021, EDFI MC obtained its accreditation to implement financial instruments on behalf of the EU ("EU pillar assessment") based on the capacities and procedures that it has built up in its initial five years of operation. The team has strong expertise in blended finance structures and catalytic financing of the private sector in frontier markets.

EDFI MC's portfolio of mandates currently involve funding commitments of approximately €1 billion. These include ~€300m in EU-funded catalytic market development facilities (ElectriFI and AgriFI), ~€100m in EU-backed guarantee programmes, and ~€600m in co-financing facilities among European DFIs and the European Investment Bank. The current strategic plan 2021-23 foresees that market development facilities will grow to ~€450m and guarantee programmes up to as much as €900m, which would take the portfolio of mandates to close to €2 billion over the coming 2-3 years. These current mandates and future plans together set strong targets for EDFI MC both in terms of on-going operational delivery and strategic business development.

Learn more at <https://www.edfi.eu/who-we-are/edfi-management-company/>

See also <https://www.edfi.eu/finance/>, <https://www.electrifi.eu/>, <https://www.agrifi.eu/>

The Role

The CEO leads EDFI MC's Management Team which also includes the Chief Investment Officer, the Chief Financial Officer, and the Chief Legal Officer. Each of these members of the Management Team have been at EDFI MC for 3-4 years and have evolved significantly in their roles and responsibilities as the company has grown. Other senior roles in the organisation include four operational managers, and the heads of risk management and of HR.

The CEO reports to EDFI MC's Board of Directors, which is composed of seven representatives of the company's shareholders, and is chaired by the General Manager of the EDFI Association.

The Chief Executive Officer has the overall strategic, financial and leadership responsibility for EDFI MC in close cooperation with the board of directors. The CEO will play a central role in EDFI MC's future development following the initial five years since the company was established. The CEO will together with the rest of the management

team ensure continued business development and strong results in the facilities under management in terms of financial and impact results.

Key responsibilities of the Chief Executive Officer:

- Drive the development of EDFI MC with a focus on ensuring a balance between financial results and development impacts in cooperation with the board of directors
- Develop the organisation with a focus on ensuring the optimal level and composition of competencies
- Transform strategic visions and plans into action and results
- Represent EDFI MC externally and ensure an excellent collaboration with all stakeholders, particularly the European DFIs and the EU institutions

The role is based at the EDFI MC headquarters in Brussels, Belgium. The CEO will be appointed on a Belgian employment contract for an indefinite term. The position will involve European and international travel.

Candidate Profile

- Visionary, committed and results-oriented person with documented executive leadership experience and the ability to develop an organisation in context where development finance for the private sector in developing economies is fast-evolving
- Capacity to drive the organisation's results with impact investment in close collaboration with European development finance institutions
- Ability to guide management team and staff to focus on continuous improvement and effectively inspire a collective sense of direction and achievement
- Open and effective communicator with the ability to convey complex issues in external fora
- Ability to develop institutional and commercial working relationships
- Investment experience with documented track-record of return and impact
- Negotiation skills and ability to exploit opportunities within multi-stakeholder partnerships
- Good networks in international development finance and impact investing
- International work experience with knowledge of emerging and developing markets, impact investing, and related policy processes
- Understanding of international standards for responsible financing
- Fluent English-speaker (working language of the company)
- Knowledge of French is an advantage (official legal language of company)

To apply for this role, please send a copy of your CV and Supporting Statement to responses@russellreynolds.com, including the role title and reference 2112-011BL in the email subject line, before March 31st.