



Job Title: Regional Investment Manager [GWN - Public Outreach / Investment Case Development]

Report to: Directors

Background

EcoPeace Middle East is a unique trilateral environmental organization. Our primary objective is the promotion of cooperative efforts to protect our shared environmental heritage. In so doing, we seek to advance both sustainable regional development and the creation of necessary conditions for lasting peace in our region.

Job Purpose: The regional investment manager will lead mapping and investment case development to advance regional Water energy Nexus and Jordan Valley project plans within the business community; establish business councils; develop investor events and meetings, and coordinate with the projects teams to ensure that project plans and objectives are completed on time and within budget.

Responsibilities include:

- Advance major financial, political and administrative commitments needed to set the stage for PPP/ private sector investments in water, energy and food security
- Identify private sector players of relevance to EcoPeace's projects (investors in agriculture, solar and water) in the region, country specific and internationally.
- Map out the specific water and well rehabilitation investment opportunities in the Jordan Valley.
- Identify and create regional business cases involving technology and/or marketing.
- Build and maintain strong relationships with private businesses, investors, stakeholders and government officials to further develop specific investment opportunities.
- Coordinate closely with management and project teams in order to find pragmatic solutions to the specific sector challenges and achieve programme objectives inline with the overall organizational strategy.
- Lead underwriting and due diligence activities.
- Identify legal, contractual and governance structures needed to attract investors
- Help the organization in advancing a pilot to transfer solar power from Jordan to Israel
- Creating a comprehensive data base and establishing contact with major players in the sea water desalination industry in Israel
- Leading the selection and hiring of external consultants

Personal Experience and Qualities:

- A degree in business administration, economics, finance complemented by a master's degree (a plus) with an emphasis on finance, economics.
- At least 6 years experience in finance with a proven track-record of sourcing, structuring and closing investments deals.



- Knowledge of relevant industry sector trends, experience in emerging markets
- Strong financial and credit skills; demonstrated ability to structure a variety of financial instruments (debt and equity)
- Business development and client relationship skills.
- Ability to interact directly and independently with the senior management of potential investors, financial and technical partners as well as senior government officials
- Excellent verbal and written communication skills in English and Arabic; fluency in other languages a plus
- Strong inter-personal skills, ability to interact effectively with clients and colleagues from various cultural backgrounds
- Ability to mentor junior staff members
- Highly motivated, committed to highest ethical standards
- Genuine commitment to sustainable development and environmental protection
- Willingness to travel extensively and geographic flexibility (openness to re-locate to one of the organizations offices)
- High understanding for cultural differences and an ability to work with diverse constituency
- Demonstrated enthusiasm and commitment to resource development and the work of the organization

Salary: Negotiable based on qualifications and experience

Application:

Interested applicants shall submit their CV's and cover letters to EcoPeace's Human Resources Manager at nour@ecopeaceme.org **by the 9th of August, 2018.**