

Portfolio Manager (PM) – Emerging Market Private Equity and Private Debt

Developing World Markets (DWM) seeks an experienced candidate to join a team of Private Equity and Private Debt professionals focused on the financial inclusion and adjacent sector. The PM will be based in Asia (alternative locations may be considered), and will work closely with DWM's PE and Debt teams in investment origination, diligence, deal execution and value creation. Frequent global travel will be required. The PM will report directly to the Heads of both the Private Equity and Private Debt business lines, but will work closely with regional Directors covering markets across Asia, the Middle East, and Latin America.

Responsibilities:

Investment Origination and Diligence:

- Supplement the efforts of the PE and Debt teams in conducting due diligence on prospective investment opportunities
- Prepare investment & credit committee memos, financial models, and social impact data in respect of such investments
- Prepare country and currency analyses
- Develop new business and client relationships, and/or lending products
- Assist in the preparation of legal documentation, including loan agreements, legal opinions, and the collection of conditions precedent documents

Value Creation:

- Delivering various value creation initiatives at portfolio companies in which DWM has invested (primarily equity)
- Identify key operational gaps/improvement areas in prospective investee companies and formulate bespoke value creation strategies for companies to implement
- Assist portfolio company management to execute key strategic value creation projects such as fund optimization, new business generation, and digital transformation
- Develop ESG systems and impact measurement frameworks for portfolio companies leveraging cutting edge tools such as Lean Data
- Build network benefits within and across DWM's debt and equity portfolio companies through peer learning and knowledge exchange initiatives.

Corporate Governance and Leadership:

As and when needed -

- Assume interim management roles at portfolio companies to provide the initial push required to get value creation projects off the ground
- Assume board director positions in portfolio companies and contribute to improving corporate governance through various subcommittee engagements



Required Background and Skills:

- Advanced business degree in economics, finance, or business administration from a reputable institution
- 10+ years of experience in Asia in a management role in a non-bank financial institution (eg: microfinance, SME lending, wholesale banking, etc.)
- In-depth knowledge of various operational aspects of an NBFi such as loan underwriting, risk management, liquidity management, compliance, human resources, etc.
- Domain expertise (i.e., market-leading institutions, competitive forces and factors, applicable policies and regulatory issues, etc.) on the microfinance and financial services sectors and other social impact investment areas
- Prior experience in the following areas would be valuable:
 - Working closely with shareholder and independent board directors in various subcommittees such as Risk, ALCO, Strategy, Audit, etc.
 - Developing underwriting, risk management, and operational tools for new lending, savings, and fee generating products
 - Driving digital transformation initiatives at an NBFi and leading teams of technologists and product managers to execute automation of business processes and origination channels
- Strong interpersonal skills and ability to adapt within diverse cultural and professional settings
- Manage multiple high priority projects in close collaboration with external management teams

About Developing World Markets (DWM):

DWM is at the forefront of a global effort to create investible solutions to meet the social and financial needs of the developing world. DWM structures transactions that open doors to the international capital markets for microfinance institutions and other socially positive organizations. To date, DWM has led or advised on more than USD 1.6 BN of capital raised for socially positive investments. The DWM team has deep experience in investment banking and emerging markets investing, as well as a passionate interest shared with their clients in the social goals served by their transactions. For more information please visit our website: <http://www.dwmarkets.com>

Interested candidates please submit a cover letter and resume via email to:

careers@dwmarkets.com with subject line containing “PM – Equity and Debt “

