

SCHEDULE A
TERMS OF REFERENCE
Impact Investment Technical Specialist (II TS)

Introduction

Vietnam has achieved remarkable sustained economic growth and poverty reduction through reforms which laid the foundations for a market economy. As the country approaches lower middle-income status, maintaining this growth and level of equitable social development requires complex and substantive structural reforms technically and institutionally.

In Vietnam, Canada has an overall program objective of stimulating sustainable economic growth, particularly through addressing barriers to women's economic empowerment and promoting sustainable economies, while considering links between environment, including climate change and sustainable economic growth.

Canada's Feminist International Assistance Policy (FIAP) recognizes the need for developing countries to diversify the range of mechanisms for resource mobilisation for the achievement of development goals, including through partnership with the private sector. Impact investment is an approach that offers diverse and viable opportunities for investors to advance social and environmental solutions through investments that also produce financial returns.

It is widely recognized, by Government and the international development partners, that Vietnam's impact investing market is still relatively nascent. Social Impact Business (SIBs) are a critical vehicle to help mobilize private sector resources to address poverty, inequalities, social and environmental challenges in Vietnam. However, most SIBs in Vietnam are facing constraints when it comes to accessing the capital required to grow or to magnify their development impacts. SIB's limited access to capital is driven by both demand and supply challenges.

The Vietnam bilateral programme has recently approved a technical assistance project (Impact Investment Readiness Vietnam - IIRV) that seeks to improve the access to capital of SIBs in Vietnam by increasing their impact investment readiness and improving provision of private capital for SIBs by investors.

Objectives of the Assignment

The Impact Investment (II TS) would provide professional and technical advisory services to support GAC in the ongoing implementation of this project. The national specialist would help increase GAC's understanding of a dynamic impact investing environment, SIBs situations, facilitate the linkages with SIBs, investors and other stakeholders to enhance overall program cohesion, and finally identify possible weaknesses or best practices for policy feedback purposes.

The II TS would provide professional and technical advisory services on a demand-responsive basis and would participate in briefings and/or missions as required. He/she may be requested to attend events and provide reporting to GAC or serve as a resource person in meetings with key project or program stakeholders. This is a part-time consulting position with a notional level of effort of up to 3 days per month for the foreseeable future.

The II TS would be recruited, contracted, and managed by the GAC-funded Vietnam Field Support Services Project (FSSP). As an independent contractor, the II TS would enter a service contract with the FSSP to provide services to GAC. The II TS would report to and works under the supervision of the FSSP Director in delivery of technical and

advisory services to GAC clients. He/she will also work in close collaboration, as required, with other FSSP technical specialists working in overlapping areas such as gender equality, climate finance, food security.

Key Functions of the II TS Position:

- Undertake research and analysis on impact investment and business development/ innovative financing approaches and provide advice on specific topics requested by GAC.
- Review IIRV's reports, research papers, and strategies and other documents as requested by GAC.
- Participate in and/or support preparations, in terms of briefing materials and local stakeholder engagement, for visits of GAC HQ or other Government of Canada officials.
- Support the organization of meetings or events of relevance to SIBs, impact investing, and any economic/innovative finance development dimensions of GAC's international assistance program.
- Support the development of a Vietnamese network of expertise that can become partners with the impact investment readiness project.
- Liaise and collaborate as necessary and appropriate with other specialist personnel identified by FSSP and GAC.

Qualifications:

- **Education:** a minimum of a Master's degree or equivalent practitioner certificates in Investment, Finance, Business Administration, Economics, or relevant discipline.
- **Languages:** Written and spoken fluency in English and Vietnamese.

Experience

- A minimum of 10 years' working experience in investment, mergers and acquisitions, private sector development, business advisory, financial analyses including at least three years of direct experience in impact investment in Vietnam or in the region.
- Practical experience working with/ building capacity for entrepreneurs and government's agencies on financial analysis, financial reporting, and impact investing.
- Experience in working with impact investing initiatives or initiatives involving gender lens investing, climate finance, and forms of (blended) financing would be an asset.

Knowledge

- Excellent knowledge of Vietnam's impact investing and business environment with a deep understanding of SIBs and sustainable MSME in Vietnam.
- Excellent knowledge of the private investment and lending landscape in Vietnam.
- Good understanding of the legal and institutional frameworks relevant to business support, impact investing.
- Knowledge of results-based management.
- Knowledge of women's economic empowerment and addressing gender issues in the impact investing sector.
- Knowledge of climate-smart investing, and
- Extensive network of contacts with organizations and individuals to draw upon in delivering the professional and advisory services she/he provides.