

GFI Spain – Senior Associate

Location: Madrid – hybrid working

Start date: May 2024

Contract: 1 year fixed-term contract with opportunity to extend

About the Green Finance Institute (GFI)

Founded in 2019 to accelerate the deployment of finance towards a net zero and resilient economy, the GFI is an independent, commercially focused and philanthropically financed organisation.

The GFI has already established a leading and differentiated position based on a distinct strategy of identifying impactful interventions to unlock barriers to deploying capital at pace and scale towards sector specific, real-economy outcomes such as the energy efficiency of buildings, decarbonisation of road transport, nature-based financial solutions, international carbon markets and developing markets' climate smart infrastructure.

Through both creating and managing networks of dynamic decision makers across financial services, policy, business, academia and civil society, the GFI is renowned for its practical financial expertise, efficient project execution and generous collaboration, increasingly positioning the organisation as a partner of choice for both policy-makers and market participants to connect political ambition and industry objectives with well-designed solutions for the financial sector both in the UK and overseas.

GFI launched its footprint in Spain last year and has already put into motion its own agenda of projects, sectors, and coalitions, becoming a trusted neutral broker in breaching the execution gap between public policies and the real economy.

What's in it for you?

The GFI is scaling-up our expansion into Europe, initially focusing on Denmark and Spain. This role provides a unique opportunity to help build out the operations in Spain and have a real impact in the market. As an Associate in the team, you will play a crucial part, from day one, in building the broader European franchise of GFI and interacting with key Spanish clients. This role provides the opportunity to amplify efforts in this space, and work closely with lenders, financial institutions and policy makers.

This is an exciting and fast paced role and presents the opportunity for you to develop and shape this area of work. As the program develops you must be willing to work flexibly and take on additional duties, as required.

What's the role?

The initial focus of GFI Spain is the launch of several impactful local initiatives across the core GFI areas, with an emphasis on the built environment. Additionally, GFI Spain will be contributing to a new ambitious international footprint strategy and exploring emerging areas such as fund management and property linked finance. Locally, GFI Spain will be executing a European Life project piloting an innovative financial structure for commercial retrofits, driving the conceptual design of urban regeneration projects, developing an Alliance for Financing Rehabilitation at scale, and the development of new financial products and structures to catalyse private capital in our fields of expertise.

You will also play a vital role in helping to shape the GFI's overall strategic communications in Spain, bringing innovative and creative ideas to inform and educate our stakeholders, build alignment around our programmes and strengthen the GFI's brand and reputation in country.

The position offers a unique opportunity to proactively contribute to and steer the development of innovative financial solutions that will break down barriers in our different interests' groups, to effectively advance decarbonisation and a just transition.

You will play a pivotal role in delivering on GFI Spain's ambitious objectives and driving forward sectoral change. Alongside this primary function, you will have the opportunity to be actively involved in the GFI's wider green finance programmes and international expansion.

The position is initially offered as a 1-year fixed contract, with the opportunity to extend pending performance and funding.

Responsibilities

- Drive forward the delivery of GFI-Spain's objectives, leveraging best practice from other GFI programmatic work, identifying impactful opportunities and effectively executing on ideas. A key deliverable in this regard will be developing a programme around linking capital expenditure of a retrofit to the property rather than the individual.

- Project manage the LIFE project in Spain, its administrative follow up and reporting. In the LIFE project we will be working with a consortium across Europe to devise a protocol to measure and transact efficiency energy.
- Support the strategic direction and execution of projects and be responsible for elements of their day-to-day running, under the direction of the senior team.
- Build expertise in green finance topics and areas of focus and contribute to supportive policy formation to accelerate the adoption of new products and green finance services.
- Conduct market research and analysis to identify barriers, financial solutions and engage with funding options and feed this into the design and delivery of sector wide solutions and piloting programmes.
- Collaborate with finance and sectoral expert leaders to design, develop, pilot and scale innovative financial solutions that will support the decarbonisation in the real economy.
- Work closely with other GFI teams to convene industry stakeholders (public sector and private finance decision makers) and build a repository of best practices.
- Host workshops and roundtable events with project stakeholders to enable information gathering and knowledge sharing.
- Represent the GFI at industry events and produce compelling written content, in collaboration with the Communications team, as required.
- Provide frequent progress updates to the project team, communicate the challenges and associated solutions to keep the project on track.
- Identify risks that could jeopardise the delivery of the projects and proactively seek to mitigate them.

Role requirements

- A keen interest in green/innovative finance to catalyse place-based climate action, blended finance, and a desire to have a tangible positive impact.
- Prior experience in the finance sector, ideally in designing and developing innovative financing mechanisms, blended finance transactions or risk sharing mechanisms.
- Ability to develop business and project finance models, cash flows projections, IRR, NAVs
- Prior experience of leading multi-stakeholder programmes or campaigns, including setting direction and working collaboratively with cross-sector partners, especially relevant with cities.
- Exceptional influencing and communication skills with an ability to build relationships with a wide range of partners, anticipating and understanding their needs and perspectives.

- Strong project management skills – capable of handling multiple project streams / tasks and ability to meet deadlines, interim management reports, logically tackle problems and set priorities.
- Experience of developing creative approaches to engaging with and influencing public sector actors and market participants.
- Experience of identifying market opportunities, creating strategies to target and engage with prospective partners across the public and private sector.
- A strong commercial focus and financial acumen combined with experience in project management and negotiation.
- Good judgement – ability to collaborate, make decisions and solve problems with well-considered, sensitive and efficient solutions.
- Experience of delivering a programme of events / webinars to a professional audience.
- Self-motivated and brings a strong positivity/energy to the team.
- Adaptable, must be comfortable working in a small team and part of a fast-paced, agile, start-up environment.
- Excellent written and verbal communication both in Spanish and English.

If this sounds like you:

To apply – please submit your CV and a short cover letter (of no more than two sides). Your cover letter should include details of:

- your relevant work / educational experience.
- your skills and in particular your experience that is relevant to this role.
- how you meet the broader requirements of the role.

CVs without a cover letter will not be considered.

The closing date for applications is **9am on 26th April 2024**. Please submit your application to recruitment@gfi.green

Please note:

- *If you do not already hold the right to work in Spain and/or require sponsorship in order to continue working here, you should think carefully before applying.*
- *The Green Finance Institute is an equal opportunity employer, and we value diversity. If you are invited to interview and need any reasonable adjustments during the interview process, please let us know.*