

Director, Brussels - GFI Europe

Location: Brussels

Start date: March 2025

Contract: Initial 1 year fixed-term contract (with potential opportunity to extend)

Background

Since our inception in 2019, our pragmatic approach to channelling capital to facilitate real economy change has shaped the discourse around green finance. As an independent not-for-profit company with a proven track record, our credibility, capability and cross-sector engagement enable us to respond to market barriers and develop solutions where others can't.

The Green Finance Institute is an independent and trusted partner to Governments.

We also work with financial organisations, corporates, NGOs, policymakers, academics and civil society experts to create and scale innovative solutions that are accelerating the transition to a net-zero and nature positive economy, whilst delivering practical outcomes for communities.

In the UK the GFI has catalysed the development of the green mortgage market, designed and tested utilisation-linked finance for EV charging infrastructure, created an evidence base for introducing a UK revenue certainty mechanism for sustainable aviation fuel, structured a Future Finance Fund for the Greater London Authority and investment readiness funds for nature-based solutions deployed by both UK and Scottish governments. The GFI has played a key role in the UK's Green Gilt issuance programme and the establishment of the UK's National Wealth Fund, having most recently chaired the National Wealth Taskforce for the new UK Government.

In addition, the GFI has established global institutions through co-chairing the design, launch and hosting the Taskforce on Nature Related Financial Disclosures, and operationalising the Integrity Council on Voluntary Carbon Markets.

We exist to develop cutting edge green finance solutions that can be deployed globally. Our success to date has led to our expanding our sector-by-sector approach to establish offices to channel capital in Spain, Denmark, the Philippines and Indonesia, where our local teams of financial experts are shaping the debate on effectively closing the gap between governments' climate and nature policy ambitions and markets' delivery of green finance solutions to achieve those ambitions.

You can find out more about the Institute on our website: greenfinanceinstitute.com

The Opportunity

Building on the success of the GFI in the UK, and backed by further philanthropic funding, we have established teams in Denmark and Spain, and are now seeking to appoint a well networked, high calibre individual to lead our work in Brussels. Having demonstrated our impact in two member states, we are now looking to join the conversation in Brussels.

With the support of the wider GFI team, including an experienced financier now working for GFI as a consultant in Brussels, you will lead on establishing a full time GFI presence in Brussels following 6m of engagement work carried out September-March 2024/5, including an initial series of workshops that have taken place focussed on novel measures to close the clean tech investment gap in Europe. You will expand and develop your existing networks to further develop success criteria for go-to-market strategies for a range of blended finance solutions that support first of a kind green technologies - and the mechanisms by which they can be replicated and scaled across Europe.

Core tasks

- You will have overall responsibility for building on our work to date by developing and executing with other GFI team members a high impact **engagement, thought leadership and technical development programme** through:
- **Developing an influential GFI network** that includes key officials from the European Commission and European Investment Bank/European Investment Fund as well as private investors and other experts in our sectors and countries of interest;
- **Establishing strategic relationships**, partnerships and collaborations with senior figures in industry, government and funders to maximise and amplify the impact and reach of the GFI's work;
- Building a **strong and collegiate network** with the wider GFI team, and becoming an expert advocate for the products being developed so that with the support of the wider GFI team, you can **drive a technical conversation** with the key practitioners on how de-risking platforms and products can be set up centrally by the EIB/EIF and accessed by institutions in member states;
- **Navigating the political landscape** in Brussels such that GFI's concepts, approach and products gain attention and traction within the relevant DG's and Financial Institutions across the capital stack;
- Supporting **fundraising activities** at both the national and European level; across corporate, EU programme and philanthropic partners.

Essential experience

- Significant experience and a strong network in financial services or the European sustainable finance policy space;

- A proven track record as an effective political thinker with a strong understanding of policy making dynamics in Brussels, media relations, and strategic stakeholder engagement;
- Strong leader that drives results with a proven track record;
- Excellent communicator, both written and verbal;
- Skilled problem-solver with the ability to identify the best solution available;
- Experience at managing budgets and resources;
- A strong independent work ethic in addition to an ability to work flexibly as part of an agile and fast-moving team.

Desirable experience

- Excellent public speaker

If this sounds like you:

To apply - please submit your **CV/resume** and a **short cover letter** (no more than two sides). Your cover letter should clearly set out:

- Your nationality / right to work status; and
- How you meet the specific requirements of the post.

The closing date for applications is 12 noon (GMT) on Wednesday 12th February 2025.

Please submit your application to recruitment@gfi.green

Please note:

- *The Green Finance Institute is an equal opportunity employer and we value diversity.*
- *This role is located in Brussels.*