Blended Finance Lead

OneTrueValue

Job Context:

OneTrueValue (OTV) is an investment management and advisory firm accelerating the energy transition in South Asia. OTV is a joint venture between One to Watch and Truvalu. Together they bring more than 20 years of combined experience in investment and business development, with local teams on the ground.

We mobilise private capital into rooftop solar and industrial decarbonisation, with a focus on Bangladesh and Nepal. Here, the fashion industry and other export manufacturers are under growing pressure to decarbonise their operations.

Through ORE II, we finance commercial and industrial (C&I) rooftop solar for exporting factories on an OPEX model. Factories pay for the clean energy they use, with no upfront investment, and gain lower energy costs and emissions data aligned with European supply-chain requirements.

We are looking for a senior leader in innovative finance who is excited to design instruments, mobilise capital that is not yet flowing, and help define what effective blended finance can unlock in Bangladesh. The Blended Finance Consultant will focus on unlocking commercial capital for green initiatives of SMEs to decarbonise the manufacturing sector SMEs in Bangladesh.

This can be an exciting role for an experienced finance/investment/banking professional with expertise in climate finance and renewable energy investments. The Blended Finance Consultant will be driving the climate priorities of Bangladesh through deployment of catalytic funding working closely with SMEs, financial institutions, DFIs, donors, and a global team. This role aims to mobilise international and local capital, optimise blended finance structures, ensure deployment of impact-linked financing while ensuring measurable environmental and social impact. The position combines strategic leadership, financial oversight, business development, hands-on deal structuring, and stakeholder management.

Key Responsibilities:

- **Capital Structuring and Mobilisation:** Work with the Investment Lead to drive fundraising initiatives, supported by robust financial modelling and clear structuring of capital needs.
- I**nvestment Pipeline Assessment and Alignment:** Analyse the existing pipeline of renewable energy and decarbonisation projects, assess their financing needs, and align suitable capital investment models accordingly.
- **Investor Relations:** A core priority function focused on building and managing high-value relationships with international and domestic investors, development finance institutions, impact investors, and ecosystem stakeholders.
- **Aligning Business Development Services with Investment Needs:** Coordinate with the Business Development Services (BDS) team to ensure SME outreach and technical

assistance are aligned with investor expectations, enhancing investment readiness and capital fit.

- **Risk Management:** Establish risk management frameworks to monitor financial, operational, and ESG-related risks associated with investments and financing activities.
- **Monitoring, Evaluation & Reporting:** Track and report on financial performance, impact metrics, and progress toward climate and social objectives of portfolio companies to investors, program partners, and other stakeholders.
- **Stakeholder Coordination:** Collaborate with government agencies, regulators, financial institutions, impact funds, and international development partners to create an enabling environment for green financing.
- **Cross-Functional Coordination and Support:** Coordinate activities across finance, investment, and business development functions, while guiding and supporting teams to ensure integrated delivery of programme objectives.
- **Thought Leadership:** Represent OTV in conferences, forums, and industry events to raise visibility and promote blended finance solutions in Bangladesh's renewable energy and decarbonisation space.

Qualifications/Requirements

- Masters in Business Administration, Finance, Economics, or other relevant field.
- Professional qualifications, such as CFA, CAIA, or FRM, are a plus.
- 10+ years of relevant experience in blended finance mobilisation, investment management, impact investing, sustainable/green finance.
- Proven experience in structuring debt and/or equity investments in the context of Bangladesh.
- Strong understanding of Bangladesh's financial sector, including sustainable finance policies, refinance schemes for green projects, and green financing products offered by banks and NBFIs.
- Strong interpersonal, written, and verbal communication skills, with the ability to engage effectively with diverse stakeholders. Excellent investment writing and presentation skills are a must.
- Strong leadership, strategic thinking, and stakeholder management skills.
- Experience managing high-performing teams and operating in multi-stakeholder environments.
- Demonstrated ability to manage multiple priorities, deadlines, and tasks efficiently in a high-stress environment.
- Proven ability to work in multicultural organisations and collaborate effectively with teams spread across multiple geographies, including South Asia and Europe
- Excellent time management skills, resourcefulness, with strong attention to detail.
- Willingness to travel on short notice for field visits and stakeholder engagements.

Contract Duration and Type

The consultant will be engaged as an independent consultant under a time-bound consultancy contract, subject to mutually agreed deliverables, timelines, and performance expectations.

Compensation And Benefits

Negotiable (competitive compensation package based on competency and experience).

Application Procedure

If you are excited to lead the decarbonising of the manufacturing sector of Bangladesh through innovative financing efforts while making a positive environmental and social impact, we would like to hear from you.

Interested candidates are requested to email their updated CV to **info@onetruevalue.nl** with the subject line: **Application for the Position of Blended Finance Lead.**