

Appointment of

Head of Investor Relations (Membership)

February 2025

Reference code: QBRKB



Saxton Bampfylde

About IIGCC

IIGCC brings the investment community together to work towards a net zero and climate resilient future. We create change the world needs by unlocking investor action on climate change.

Through our leading work to drive supportive investment practices, policies and corporate behaviours, we help our more than 400 investor members to navigate implementation of climate considerations in portfolios, advocate for a more supportive policy environment, and undertake effective stewardship and engagement with companies, and the wider market, to create practical solutions that can make a real difference in tackling climate change.

We believe that we can best tackle these challenges by working collaboratively across the global investment community. We have co-founded and fostered initiatives, including Climate Action 100+, the Net Zero Asset Managers initiative, Paris Aligned Asset Owners group and Nature Action 100, to catalyse progress.

For more information visit www.iigcc.org and @iigccnews.



The role

IIGCC is looking for a Head of Investor Relations to join at a crucial time in the organisation's growth and expansion.

IIGCC's network consists of more than 400 investors and service providers to the investment industry. Our investor members are based in more than 24 countries worldwide and collectively manage more than \$70 trillion in assets.

The role will primarily focus on developing our strategy to maintain continued high levels of member recruitment and retention. A strategic thinker, you will be able to ensure our offering across all current and potential future membership categories is compelling and attractive.

The role will involve representing IIGCC, its strategy, workstreams, and various initiatives, in membership discussions with staff from current and potential members, up to C-suite level. You will therefore have a strong grasp of the breadth and depth of IIGCC's work to be able to articulate and communicate its relevance and value to members of the investment community.

You will have line management responsibility for the Investor Relations Manager, overseeing their work to ensure member satisfaction and maintain high levels of retention as well as supporting member recruitment efforts. You will lead on our member recruitment strategy, and will be able to identify current and potential members' unique needs and highlight the relevant areas of IIGCC's work in order to effectively communicate and develop our value proposition. You will work closely with the wider Communications, Development and Finance teams to ensure effective delivery of our overall membership strategy.

Main responsibilities

Membership strategy

- Develop a membership strategy that drives high levels of member recruitment and retention, ensuring member engagement, satisfaction and recognition of value across all areas of IIGCC's work
- Analyse and understand the current membership, mapping and segmenting the institutional investor and financial service provider landscapes as needed to identify growth opportunities
- Understand organisations' structure and subsidiaries to develop a clear and simple set of eligibility criteria for members across different membership categories
- Develop structure for associate membership model that reflects diversity and nuance of the different type of organisations eligible for this membership category
- Use findings from Investor Relations Manager's work to track member engagement, satisfaction and recognition of value to develop our offering to members, increasing attractiveness of IIGCC membership
- With support from the Investor Relations Manager, work with the Communications and Events team to raise awareness of IIGCC in areas where we have opportunities for growth

Deliver membership growth in line with strategy and in support of agreed membership income targets

- Proactively seek opportunities to recruit members, promoting IIGCC through engagement with key organisations, industry partners and stakeholders to achieve the annual growth target
- Provide comprehensive information and guidance to prospective members via a range of communications channels • Lead recruitment meetings with prospective members, bringing in other members of the team where necessary
- Track a pipeline of opportunities and build a plan for progressing each opportunity to deliver growth (both in terms of member numbers and income) and provide regular reports to senior management and the Board
- Proactively seek and negotiate sponsorship opportunities for IIGCC members in relation to our flagship events, meetings and webinars to support membership income targets

Oversee the Investor Relations Manager's work

- Provide senior level support in engagements with new and existing members to understand feedback on the service they receive from IIGCC and explore opportunities for engagement. Share feedback with the wider organisation to support enhancement of our overall offering
- Provide guidance on action in relation to members with low engagement levels and investigate any perceived gaps in our offering

Aid overall team effectiveness

- Act as a key point of contact for the organisation, providing regular updates to the Senior Management Team and wider team, on investor sentiment on industry developments, topical themes, and feedback on IIGCC materials
- Work closely with the Communications team to better articulate the full benefits of membership and ensure that materials for members express this in an effective way that responds to members' needs
- There will be a requirement to undertake some international travel and a possibility of out hours working during peak periods.

Skills and capabilities

Essential

- Successful track record of business development and/or relationship management, preferably within the financial sector or other service-based industries
- Experience in or a passion for climate change, ESG or sustainability
- Exceptional written and oral communication skills: an empathetic listener and a confident speaker with excellent persuasion and influencing skills
- Comfortable building relationships with people at all levels of seniority
- Professional, personable and customer-focused
- Highly effective organisational skills and strong work ethic, with the ability to manage and prioritise a varied workload, working independently but alongside others • Highly analytical with the ability to develop pipelines through strategic and targeted planning
- Experience with CRM systems, MS Office and social media platforms
- Fluency in English language
- Willingness to travel regularly to Europe

Desirable

- At least one other European language (especially French, Dutch, German or a Scandinavian language)
- Line management experience.

Reports to: Director of Communications

Place of work: Central London / hybrid – 2 days a week minimum in the office

Time: 5 days/week – full time

Contract length: 24 month fixed term contract, with possible extension

Salary: Competitive plus benefits

Why work at IIGCC? People join IIGCC because they care deeply about making a difference in supporting our mission that brings the investment community together to make significant progress by 2030 towards a net zero and climate resilient future. In return, IIGCC offers its employees a competitive salary with a wide range of benefits and supportive ways of working. You can find the full list of our benefits [here](#).

How to Apply

Saxton Bampfylde Ltd is acting as an employment agency advisor to IIGCC on this appointment.

Candidates should apply for this role through our website at www.saxbam.com/appointments using the code QBRKB with the following:

- CV
- Cover letter
- GDPR consent form
- Complete the online equal opportunities monitoring* form

Closing date for applications is noon **12 March 2025**

* The equal opportunities monitoring online form will not be shared with anyone involved in assessing your application. Please complete as part of the application process.

GDPR personal data notice

According to GDPR guidelines, we are only able to process your Sensitive Personal Data (racial or ethnic origin, political opinions, religious or philosophical beliefs, trade union membership, genetic data, biometric data, health, sex life, or sexual orientation) with your express consent. You will be asked to complete a consent form when you apply and please do not include any Sensitive Personal Data within your CV (although this can be included in your covering letter if you wish to do so), remembering also not to include contact details for referees without their prior agreement.

