

NOW HIRING

Impact Strategy Manager / Senior Manager



CIRCULATE CAPITAL

Circulate Capital is an investment management firm dedicated to incubating and financing companies that prevent ocean plastic and advance the circular economy. The Circulate Capital Ocean Fund is the firm's flagship fund, which focuses on the prevention of mismanaged plastic waste in countries located in South Asia and Southeast Asia, regions that contribute disproportionately to ocean plastic pollution.

Founding investors include PepsiCo, Procter & Gamble, Dow, Danone, CHANEL, Unilever, The Coca-Cola Company, Mondelez and Chevron Phillips Chemical Company LLC. To learn more, please visit [our website](#).

Circulate Capital seeks an experienced Impact Strategy Manager to ensure timely insights and analysis of the environmental, social and business performance and impacts of our investments for use by our team, investors and other stakeholders. This is an exciting opportunity to join a global team in a cross-functional role, with significant influence on practices and performance management within Circulate Capital and for the circular economy solutions we invest in. The role is critical to ensure the firm and its investments deliver on our goals: circularity, value and impact.

The Strategy Manager provides tactical and strategic insights, advances knowledge management and learning, and adds value for growing SMEs in emerging markets, the world's largest consumer brands, development finance institutions, and institutional investors.

LOCATION AND REPORTING LINE

The role location is flexible, noting that our HQ is in Singapore. Reports to the Chief Impact Officer.

KEY RESPONSIBILITIES

Strategic Insights

- Leads analysis and presentation of deal- and portfolio-level models and performance for a diverse portfolio of circular economy solutions across the investment lifecycle, contributing to strategic decision-making and identification of risks and opportunities by the Circulate team, portfolio companies and other stakeholders
- Tracks the latest research across multiple markets and sectors, identifying emerging trends and assessing their implications for Circulate and other financial institutions, portfolio companies, and other industry players, as needed
- Supports the Circulate Capital Leadership Team with strategic analysis and recommendations to identify opportunities for future growth and product development

Knowledge Management and Learning

- Promotes knowledge management across the firm through a variety of channels, creating and improving resources and knowledge sharing platforms for internal and external stakeholders
- Serves as thought partner and technical resource to the investment team on a wide range of topics, ranging from impact themes to sector, market and policy dynamics
- Builds capacity of Circulate's global team and portfolio companies on impact management and operations, including supporting trainings and learning opportunities virtually and in-person
- Contributes to Circulate Capital's thought leadership and external communications activities, including reports, articles, blog posts, and speaking engagements

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KEY RESPONSIBILITIES (cont'd)

Impact Value Addition to Partners

- Produces compelling analyses, presentations and action-oriented recommendations for use by portfolio companies, LPs and other partners
- Helps our partners develop their own analyses and reports and effectively communicates Circulate Capital's role and impact to investors, customers and other external stakeholders
- Manages the development of new impact programs or special projects, as needed
- Supports policy engagement efforts at national and global levels with content and analysis from Circulate Capital's activities, e.g., case studies, impact results and other insights

KEY COMPETENCIES

Highly-qualified candidates will have:

- Formal education/degree in environmental science/engineering, finance, sustainability, or related fields
- Minimum 5 years' experience in qualitative and quantitative analysis, strategy, impact reporting, and/or investor/funder relations, preferably within a strategy consulting role/context
- Strong stakeholder engagement skills, with experience effectively managing relationships and reporting with SMEs, government regulators, multinational corporations, development finance institutions, and/or institutional investors
- Advanced data management skills, including quality assurance, analytics, and visualization, with close attention to detail
- Demonstrated secondary and primary research skills, with an ability to synthesize quantitative and qualitative data from multiple sources into analytical reports
- Demonstrated understanding - preferably in Asian and/or Latin American developing/emerging markets context - of financial analysis; business modeling; impact of sustainable/responsible supply chain, manufacturing, and/or waste management processes; life cycle assessments (LCAs); and/or gender analyses
- Strong strategic mindset and critical thinking skills; takes initiative to solve a wide variety of strategic and analytical problems
- Excellent at communicating complex analysis and ideas – written, visually, and verbally, in a concise manner to a variety of stakeholders
- Fluency in English; any additional language fluency is a plus
- Proficiency with Google Workspace tools; Microsoft Excel (advanced); Tableau or other data visualization tools; Affinity or other CMS
- Ability to work effectively both with limited supervision and in collaboration with a global team, with excellent project management skills and ability to work Asian business hours
- Values intellectual rigor and transparency; willing to ask for help or admit what one doesn't know; comfortable with ambiguity and changing entrepreneurial environments

HOW TO APPLY

[Click here to apply directly.](#)

We are actively creating a workplace where authentic communication, collaboration and inclusion enable people to become their best selves both personally and professionally while having a career with purpose and impact. Circulate Capital is an Equal Opportunity Employer.