

Chief Executive Officer – Clean Energy Finance Innovation Lab (CEFIL)

Location: G-8 Markaz, Islamabad or Remote/Hybrid

Employment: Full-time contractor

About CEFIL

The Clean Energy Finance Innovation Lab (CEFIL) is a joint venture between Renewables First (RF), Pakistan's energy transition think-and-do tank, and Hyfin, an international climate finance platform. CEFIL designs, structures, and pilots financial instruments that unlock capital for Pakistan's clean energy transition. Its current initiatives are a Green NBFC lending to solar developers and a credit guarantee facility for electric two- and three-wheelers developed in partnership with a local credit guarantee platform.

Job Description

CEFIL is seeking an entrepreneurial senior executive to appoint as Chief Executive Officer to lead the organization from concept stage to a licensed, funded and operating institution. The role is entrepreneurial and senior. The CEO will secure regulatory approvals, raise capital from DFIs, banks and impact investors, build the founding team, and lead CEFIL through first disbursement and scale-up. The successful candidate must be credible with regulators, investors, and boards alike.

Key Responsibilities

- Recruit and lead the founding team
- Establish CEFIL's governance, board structures, policies and operating plan
- Raise grant, equity, debt and guarantee capital, and lead transactions from investor outreach through to financial close
- Oversee the design and launch of the EV guarantee facility with NCGCL
- Represent CEFIL with investors, DFIs, government and international partners
- Develop a bankable pipeline of solar developers and ESCOs, and expand into EV, and other green asset classes
- Build capacity among partner financial institutions and developers to deepen the clean energy finance market
- Lead the regulatory licensing process and manage relationships with SBP, SECP, NCGCL, and other regulatory bodies
- Build the credit, risk, compliance and portfolio monitoring functions

Qualifications and Experience

- Master's degree in Finance, Business or a related field, or an equivalent professional qualification (CFA, ACCA, CA)
- Minimum of 10 years of experience in investment banking, project finance or climate finance, including senior leadership functions. 15+ years of experience preferred.
- Must meet SECP's fit and proper criteria for an NBFC chief executive
- Successful investment track record, including raising and exiting debt and equity investments for energy or infrastructure projects, ideally including renewables
- Board or audit committee experience, ideally with an NBFC or leasing company
- Strong knowledge of Pakistan's financial sector and SBP/SECP regulatory frameworks
- An established network across Pakistani banks, DFIs and impact investors
- Experience in distributed clean energy or SME finance, or in starting up an institution, preferred

We Offer

- A founding leadership role in a pioneering clean energy finance institution
- Competitive compensation, including performance-linked incentives
- The opportunity to shape Pakistan's clean energy finance market
- Close collaboration with a local and international team of energy finance experts
- Flat communication and decision-making hierarchies
- A team passionately committed to addressing the climate and energy crises

Application

If you would like to become part of our dynamic team, apply at your earliest. Applications will be processed on a rolling basis.

Please email a letter of motivation, along with your CV in one PDF document and use the following format for the file name, "First Name_Last Name_Job Title", to hr@renewablesfirst.org. Please include CEO CEFIL in the email subject line.

Female candidates are strongly encouraged to apply.