

## SOCIAL FINANCE MANAGER, BASED IN LONDON

### About us

Social Finance is a not for profit organisation working in partnership with government, the social sector and the financial community to enable sustainable social impact at scale. We are the leading social investment intermediary and a centre of innovation in addressing social issues in the UK and beyond.

Social Finance has grown from 2 to 70 people over the past 10 years.

Social Finance brings together deep understanding of a range of complex social issues with financial and analytical rigour to develop sustainable funding models which drive social change. Some of the areas we work in include financial inclusion, affordable housing, vulnerable children and young people; recidivism, domestic abuse, health and social care. Our work in international development includes designing results-based models for issues such as maternal and neonatal health, education, employment and essential household services delivery. Since we started in 2007, Social Finance has catalysed over £100m of social investment to tackle social challenges.

### What are our goals and our values?

1. Achieving social impact and embedding change is at the heart of what we do.
2. We look for social impact first – our models are driven by social, and then financial, returns.
3. We don't just think, we put our work into practice, with a drive to action and implementation.
4. We apply financial, data science and analytical tools to deliver sustainable social impact at scale.

More information can be found on our website [www.socialfinance.org.uk](http://www.socialfinance.org.uk).

### The role

Social Finance is looking for high-performing entrepreneurial Managers to work across our different business areas. Much of our work is delivering client-facing advisory services, so this would be an ideal opportunity for those interested in the diversity of consulting work within a non-profit organisation with a commitment to social values.

### About you

You should have 6-9 years' experience from any of the following: strategy consulting, accountancy, investment or development banking, the charity or public sector, or international development.



We expect that you will bring the following values, skills and experience:

- **Strategic Direction** – You can identify potential to deliver social change and design the plan to achieve it. You can scope a project accurately and structure the workplan for the team. You can draw out the key insights from data analysis and craft the strategic messaging.
- **Data & analytical skills** – you have solid analytical skills to conduct analysis independently. You have attention to detail and quality control your own work to produce accurate and reliable outputs in PowerPoint, Excel and Word. You can create financial and operational models that address underlying problems, drawing from comparable models in the business, social and development sectors. You are able to structure analytical work for others in an effective and efficient manner, and can generate insightful conclusions based on factual data.
- **Communication, stakeholder management & relationship building** – you can effectively host external meetings and are able to anticipate your audience’s concerns, facilitate decision making and build credibility within and outside Social Finance. You are able to summarise and disseminate information effectively, and have excellent writing, listening and interpersonal skills. You are able to chart a path through ambiguity and adapt to changing circumstances.
- **Project management** – you are confident in your ability to structure projects, prioritise and plan your own work streams, delegate areas of work to others, manage and communicate project progress effectively, identify and mitigate risks, and formulate robust solutions that are consistent with analytical and research findings.
- **Leadership & team work** – you are able to manage and develop a team of people, including providing them with constructive feedback and coaching them towards their objectives whilst being a part of the team.
- **Commitment to Social Finance** – you consider the social and ethical aspects of your work, demonstrate Social Finance’s core values, show personal ownership and accountability over your projects, cope effectively with change, and have a passion for tackling social and development problems.

### About your work here

Managers will work on the following types of project alongside a Director or Associate Director:

- **Advisory projects** – assisting social sector and development organisations, and governments worldwide, to create new funding mechanisms and approaches to services which are designed to deliver positive social outcomes. For example, Social Finance’s ‘Social Impact Bonds’ that align government and non-government investment around concrete social outcomes.
- **Developing new models for social change** – developing new ways of tackling social issues, ranging from financial to service re-design responses. For example, our Impact Incubator brings together charitable Foundations’ expertise in tackling social issues and Social Finance’s ability to develop and implement new social business models. Our ambition is to launch “game changing” models for delivering impact in areas of acute social need.
- **Data analysis and research** – from carrying out data analysis to understand and tackle complex social issues to conducting market research to advise investors on where to



deploy capital to generate a social and financial return, for example developing practical guides to social investment.

- **Capital raising** – supporting social sector organisations to scale their operations and impact by raising debt or equity capital at scale, for example raising a bond to finance the expansion of a non-profit personal loan company.

## Our commitment to you

Personal development is at the heart of the Social Finance offer. Every employee has a range of support in place, a buddy to help you settle within the Company, a Line Manager to support you in your career progression and the opportunity for a Mentor to guide your career. We'll support your development with training, so you can add to your skills or relevant professional qualifications.

As well as a competitive salary, Social Finance offers a contributory stakeholder pension scheme, plus an uplift in salary allowance to spend on other benefits.

To help you fund your pension, further professional education or childcare vouchers we can offer a salary sacrifice scheme. Social Finance offers childcare vouchers, season ticket loans, bike to work schemes, and Give as you Earn.

Social Finance is a sociable organisation - we regularly schedule office drinks and sporting events. We organise events to raise money for different charities, and many staff members volunteer on a regular basis. We offer plenty of opportunities to get out, meet each other and make a difference by doing something, big or small, for others.

## Compensation

Competitive salary, commensurate with experience and sector.

## Application

Interested candidates should send a CV and covering letter detailing their interest in working at Social Finance highlighting relevant experience to:

**[managerrecruitment@socialfinance.org.uk](mailto:managerrecruitment@socialfinance.org.uk)**

All candidates should state in their application whether they have the right to work in the UK or require a visa. If you do not explicitly state this your application will not be considered.

**Closing date for applications:      Tuesday 2<sup>nd</sup> January 2018**

***Social Finance is an equal opportunities employer***