

DIRECTOR, SOCIAL IMPACT ACCELERATOR - SOCIAL FINANCE, BASED IN LONDON

About Us

Social Finance is a not for profit organisation working in partnership with government, funders and the social sector to achieve sustainable social impact at scale. We are a leading social investment intermediary and a centre of innovation in addressing social issues in the UK and beyond. We have grown from 2 to over 80 people in London over the past 11 years. We have sister organisations in the US, Israel, India and the Netherlands.

Social Finance develops sustainable models to drive social change for issues such as homelessness, unemployment, mental health, learning difficulties, education, health challenges and vulnerable children. Internationally, we design results-based models for issues such as maternal and neonatal health, education and employment.

Since we started in 2007, our innovations, including the Social Impact Bond, have mobilised over £500m for social change.

What are our goals and our values?

1. Achieving social impact and embedding change is at the heart of what we do.
2. We don't just think, we put our work into practice, with a drive to action and implementation.
3. We apply financial, analytical and digital tools to deliver sustainable social impact at scale.

More information can be found on our website www.socialfinance.org.uk.

About the Opportunity

Social Finance's strategic focus is on creating impact at scale, transforming the lives of as many people as possible. Globally this is one of the unsolved challenges of philanthropy.

We are frustrated that too often great innovations do not realise their impact – insufficient resources and thought are given to breaking down the barriers to scale and building the enablers to sustainable impact at scale.

To realise our ambition of scaling impact we are seeking our first Director, Social Impact Accelerator to:

- Establish and lead the Accelerator – a new five year £10m initiative rolling out and refining Social Finance's approach to impact at scale; and
- Drive organisational thinking and learning about what it takes to effect transformational change.

Our goals are to:

- Raise the £10m Accelerator fund
- Build a pipeline of 25 high potential opportunities and provide intensive support to 15 over 5 years
- Enable 2-5 opportunities to achieve impact at scale within 5 years
- Build the capacity of our partners and the sector to achieve transformative change
- Raise collective ambition around the scale of change that is possible

The Director, Social Impact Accelerator is at the heart of our strategy. It is an exciting opportunity for a visionary leader who recognises that achieving impact at scale is beyond scaling an organisation to drive widespread change.



About the Accelerator

Social Finance will launch the Accelerator in 2019. The concept has been developed over the last year with the support of our Board, who see this as integral to achieving our ambitions. We have also identified a pipeline of promising opportunities with real potential to transform the lives of many more people.

The Accelerator is a new philanthropic fund to:

- Roll out and refine our methodology for scaling impact across a range of opportunities. Our approach includes:
 - Sustainable models – ensuring there is a route to sustainable change
 - Policy change – identifying or informing a policy environment that supports the change
 - New paradigm – creating a new narrative that challenges old paradigms
 - Infrastructure for scale - developing the infrastructure to enable a national change in how we respond to an issue (ranging from digital and data solutions, to training, evidence and national expertise)
 - Partnerships – bringing together or supporting complementary partnerships of expertise to address the issue
 - Leadership development – developing local and national leadership equipped to drive the change
 - Catalytic funding – providing and bringing in money to support the process of change
- Adopt a portfolio approach to maximise the use of funds to drive impact at scale. The Accelerator will be issue agnostic. Our identified internal and external opportunities span a broad range of social issues from neonatal health to employment for people with a disability.

Our focus is on driving lasting change. A critical element of the work of the Accelerator will be working with the teams to ensure that models can exist without support from Social Finance and have a smooth sustainable exit from the Accelerator.

The fundraising for the Accelerator will be underway when the new Director joins the team. However, the Director will take on the day to day fundraising leadership and it will be critical that philanthropic partners know the leader they are investing in.

About the Role

The Director, Social Impact Accelerator will be responsible for creating a portfolio of high potential initiatives of which 2-5 deliver impact at scale within 5 years. To achieve this they will have a small team, as well as support from Social Finance teams working on specific initiatives.

The responsibilities entail:

- **Strategy**- delivering the Accelerator strategy and evolving it based on learnings.
 - informing the strategy across Social Finance on how to drive impact at scale.
 - overseeing work with each pipeline project to develop a multi-faceted strategy for scaling impact and support and hold accountable the project leadership for delivering on that
- **Fundraising support** - leading the fundraising of the Accelerator fund and support the Accelerator portfolio through fundraising connections and advice
- **Governance board management** - managing regular Accelerator Governance Committee meetings to enable decision making on funding allocation, tracking of progress and synthesis of learning around impact at scale
- **Pipeline development** – engaging with Accelerator funders, Social Finance teams and sector networks to identify high potential pipeline opportunities
- **Portfolio Management** - optimising the use of the Accelerator funds to maximise impact across a portfolio of high potential responses
- **Coaching and advice** – supporting internal and external colleagues in bringing to life impact at scale strategies



- **Learning capture and dissemination** - ensuring that learnings about what it takes to achieve impact at scale are captured, synthesised and disseminated so that there can be cross-portfolio benefits and impact beyond the Accelerator
- **Cohort learning programme** - establishing a cohort learning programme for partner organisations and SF team to driving thinking and learning on what it takes to effect systems change
- **Network building** - building and fostering the collaborative relationships needed between the Accelerator and government, philanthropic funders, business and the media
- **Funder engagement and reporting** - building and maintaining deep ongoing relationships with the core funders of the Accelerator

About you

This is an opportunity to join the senior leadership of Social Finance in a critical role delivering our overall strategy. We are looking for experienced leaders who have worked in two or more of the following sectors: charity, philanthropy, policy making, consulting, venture capital, corporate finance, social investment, advocacy or running their own business.

We are looking for leaders who bring many of the following attributes:

- Have an ambition to address some of the most entrenched social issues of our time.
- Balance a passion for achieving impact with the dispassionate allocation of scarce resource to maximise impact across a portfolio of issues.
- Think strategically and creatively, challenging the status quo with the goal of driving and embedding lasting change.
- Have a proven track record of fundraising, generating income and developing new business models
- Are visionary with a proven ability to inspire and motivate people to drive transformational change.
- Enjoy working with others and have a collegial style to build effective working partnerships internally and externally.
- Have drive and determination and a strong track record of delivering impact, making new things happen and delivering transformative change
- Possess good business acumen, commercial judgement and the ability to spot and create opportunities for impact which are financially sustainable.
- Have experience engaging with and inspiring entrepreneurs.
- Be curious about the root causes of issues, the efficacy of strategies for transformation and commonalities across approaches.
- Have experience structuring programmes or work, managing teams, collaborating with partners and leading large initiatives.
- Can synthesise learning to generate insights and encourage personal and professional growth in themselves and others.
- Can understand and translate across sectors.
- Are self-motivated, resourceful, resilient, comfortable with ambiguity, and relish working in a dynamic and ever-changing environment.

Our Commitment to You

Social Finance is a collaborative and mission driven organisation with a strong emphasis on personal development. Salary is competitive within the social and public sector and commensurate with experience. 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.

We can offer a salary sacrifice scheme to help you fund your pension, further professional education or for childcare vouchers. We also offer season ticket loans, bike to work schemes, and Give as you Earn.



We are a great team, who enjoy spending time together. There are plenty of opportunities to get involved. This is a chance to make a real impact, working on projects and issues with real results that help change the lives of those most in need.

Application

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

socialimpactaccelerator@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.

All applicants welcome.

Closing date for applications: 13 January 2019

Social Finance is an equal opportunities employer