

## Investment Associates, London,

We have two opportunities, both starting in May 2017:

- **Permanent:** full time, salary up to £35k per annum, depending on skills and experience.
- **Fixed term:** initially for a period of 3 months; part time (up to 4 days per week); pro-rata salary up to £28k per annum, depending on skills and experience.

Numbers for Good are working on a variety of complex, innovative and exciting projects, including:

- Advising charities and social enterprises to prepare for and raise investment.
- Working with commissioners and social investment tools (often social impact bonds) to scale innovative services that address entrenched social issues.
- Designing and running incubator programmes to create and accelerate the growth of high impact ventures addressing multifaceted social issues.

### About us

- Numbers for Good is a pioneering financial organisation bridging the worlds of finance and positive social and environmental impact;
- We help charities and social enterprises become investment ready and raise investment;
- We also work with public sector commissioners, corporates, investors and charities and social enterprises to design and implement innovative financial products such as social impact bonds and social investment funds;
- We currently have projects around health and wellbeing, sport, young people, education, employment, criminal justice and homelessness;
- We are a team of 11 people, with a diverse mix of finance, charity and social enterprise, consulting and policy experience;
- We're based in central London, with at least one day working from home per week, and some travel required to clients across England.
- You will be supported to build a career in the sector through internal training, development opportunities and working with a fantastic team.

## About the role

As an Associate, you will work within our investment team, reporting to our Chief Investment Officer and Investment Directors.

Service delivery (c. 90% of the permanent role; 100% of the fixed term role)

You will, with guidance and supervision, support Investment Directors to deliver projects for clients across all work streams, including:

- Stakeholder engagement – you will build relationships with clients, investors, commissioners and other key stakeholders;
- Financial modeling – you will support feasibility studies and development work across our investment and contract readiness projects and incubator portfolio to build the business cases and underpinning financial models needed to develop and deploy financial instruments and loan structures, which achieve social and financial returns for commissioners and socially motivated investors;
- Financial advisory – you will work directly with frontline charities and social enterprises and potential outcome funders, like Local Authorities, on their organisational development and strengthening, growth strategy, business and operating models and capacity building to support them to become contract or investment ready and/or create financial solutions to social challenges. Key activities will include leading on or supporting the investment team with market research, feasibility studies, capability assessments, business planning, financial analysis and growth strategy;
- Financial innovation – you will assist in the scoping, design and execution of innovative investment tools, such as Social Impact Bonds or Funds.
- Awareness raising – you will promote the opportunities that investment readiness or social investment can offer and be supported to build your network in the sector.

Business development (permanent role only)

You will have the opportunity to support the wider team with opportunity development – both existing client opportunities and new product or service offerings - proposal writing, and organising and delivering marketing events.

## About you

You will be genuinely excited and passionate about the opportunity to work in an entrepreneurial, challenging and fast-paced environment, supporting our work with innovative and outstanding social ventures.

We are looking for someone who has:

- A minimum of two-years relevant experience in strategic or finance advisory roles, for instance in a management consultancy, corporate finance, investment or commercial bank, corporate treasury division or another finance oriented environment;
- Excellent financial analysis skills including having developed and run financial models requiring debt or equity finance;
- Experience or a demonstrable interest working with non-profits and/or in the growing social investment sector & how investment approaches can be used to drive social impact;
- The ability to deliver autonomously and efficiently in a small team environment;
- Fantastic empathy & listening skills combined with the ability to relate to a variety of stakeholders from a range of backgrounds across the public, private & social sectors.
- Excellent oral, written & communications skills, the ability to deliver qualitative & quantitative data in a compelling way & the ability to research, write & summarise information on a variety of topics;

To apply, please send your CV and a covering letter to [careers@numbersforgood.com](mailto:careers@numbersforgood.com), listing the job title in the subject line, by Monday 10 April 2017, including the following information:

- Which role you are applying for, or that you are interested in either role
- Your availability to start, your notice period, or any other constraints on your availability
- If you are applying for the fixed term role, how many days per week you would wish to work
- Your salary expectations