

## Development Director, London

Full Time, Central London

To start early 2018. We will look to appoint as soon as possible.

Numbers for Good is an exciting and growing social business creating solutions that enable innovative social sector organisations to access sustainable funding and accelerate impact.

### About us

Numbers for Good is a leading social impact innovation and investment organisation working with a wide array of social enterprises & charities, commissioners, corporates, foundations and investors:

- We help charities and social enterprises become sustainable, grow, increase their impact and – where relevant - raise investment to help secure their long-term future.
- We work with public sector commissioners, corporates, investors, charities and social enterprises to design and implement innovative financial products such as social impact bonds and social investment funds.
- We design and run group-based programmes to accelerate the growth of high impact ventures addressing multifaceted social issues. A recent example is the Health Social Innovators fund, in partnership with UCL Business and Trafford Housing Trust.
- We specialise in health and wellbeing; children and families; young people, education and employment; criminal justice, homelessness and international development.
- We are a small team, with extensive experience across finance, policy, charities and social enterprise.
- We are a founding UK B-Corp: a global collection of mission driven businesses.
- You can read more about what we do and our clients on our website: [www.numbersforgood.com](http://www.numbersforgood.com).

# NUMBERS FOR GOOD

## About the role

We are seeking a highly skilled and strongly motivated individual to play a critical role in an exciting, growing and well regarded social business. The role offers flexible working with a passionate and diverse team in a dynamic sector, based in Central London.

You will be instrumental to the development of Numbers for Good and helping drive our growth.

Remuneration will be competitive for the sector, with a salary of up to £55,000 full time plus the opportunity of a team profit share. There is the potential to work from home 1 day per week. Flexible and part time working will be considered for the right candidate.

Your responsibilities will include:

### 1. Helping Numbers for Good grow its revenue through building new partnerships and through existing relationships:

- Build partnerships and win work with corporates, financial institutions, foundations, public sector commissioners, social sector organisations, and NGOs;
- Support Numbers for Good through public speaking, workshop facilitation and advocacy and contribute to the overall conversation on social entrepreneurship and impact investing;
- Encourage an environment of creativity, innovation and high performance that helps colleagues and partners to think imaginatively, beyond traditional methods, operating with competence and confidence.

### 2. Winning and delivering new projects of work that are aligned with our mission:

- Respond to Request for Proposals, write bids, develop deliverables, and set up advisory services contracts;
- Work with colleagues to help deliver – and where relevant, lead on - client projects

Depending on the candidate the role might also include,

### 3. Managing external communications

- Manage external communications with clients, investors, potential clients, government;
- Work with existing clients to share learning and build collaboration opportunities
- Manage online content for NfG communications (incl. web, news and publications).

## About you

You are a motivated self-starter looking to build new skills and contribute to the growth of an exciting social business. You will be supported in your development by an experienced team.

The candidate must have:

- Highly developed sales and marketing skills;
- At least 7 years' relevant experience within the social sector, strategic consulting, public sector advisory, finance or social impact investing;
- Networks in at least two of the following: multinational corporates, financial institutions, foundations, public sector, social sector organisations, or NGOs;
- Commercial talent and acumen, demonstrated ability to generate negotiate and secure contracts;
- A strong understanding of societal challenges, innovation, enterprise models and how social impact investing works;
- Strong computer literacy (Word, Excel and PowerPoint) and Client Relationship Management system experience;
- Outstanding communication skills: e.g. crafting creative partnership proposals with minimal supervision, & presenting them compellingly;
- A willingness to work flexibly across projects, markets and sectors;
- Resilience; ability to take responsibility for delivering agreed financial and other targets (and keep a sense of humour)
- Strategic thinking: combined with strong analytic skills, ability to establish credibility, influence and respect;
- A strong approach to team work: an approachable and collaborative team player who can resolve conflicts and build trust.

# NUMBERS FOR GOOD



- The right to work in the UK

To apply, please send your CV and a covering letter to [careers@numbersforgood.com](mailto:careers@numbersforgood.com)  
Please state the job title in the subject line.

The application deadline is 15<sup>th</sup> January 2018. We will be interviewing as soon as we receive applications and look to appoint as soon as possible.

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