

# NUMBERS FOR GOOD



## Investment Director, London

Full Time, Central London. Up to £55k + Bonus Opportunities

To start mid-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 their 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).

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## 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.

Your responsibilities will include:

### Service Delivery

#### **Leading on advisory projects with leading charities and social enterprises, commissioners, corporates, foundations and investors**

- Enterprise advisory – you will lead consultancy projects for a range of social enterprise clients. You will support their organisational development, increase their resilience, identify growth strategies, strengthen operating models, capacity build teams and, where relevant, raise investment. Key activities will include leading on market research, feasibility studies, capability assessments, business planning, financial modelling and mapping out a growth strategy;
- Commissioner advisory – you will work with public policy experts to help local and national governments maximise their impact and work with social sector organisations. Key activities will include leading on business cases, market research, feasibility studies and capability assessments;
- Financial innovation – you will assist in the scoping, design and execution of innovative investment tools, such as Social Impact Bonds or Funds.
- Stakeholder engagement – you will build relationships with clients, investors, commissioners and other key stakeholders;
- Research – lead on the scoping and execution of industry defining research that helps the actors in the social sector work more effectively and deliver ever greater social impact.

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- 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

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

- **Partnerships** – you will build partnerships and help win work with corporates, financial institutions, foundations, public sector commissioners, social sector organisations, and NGOs;
- **Ambassadorial** - you will support Numbers for Good through public speaking, workshop facilitation and advocacy and contribute to the overall conversation on social entrepreneurship and impact investing;

## About you

You are a motivated self-starter looking to build new skills, help drive the growth of an exciting social business and love not only what you do but also the impact you have. You will be supported in your development by an experienced team.

The candidate must have:

- Significant experience in corporate finance or management consulting
- A strong interest in social impact investment & how investment approaches can be used to drive social impact;
- A passion for social innovation with experience working with charities & social enterprises a bonus;
- Excellent project management skills;
- 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;
- Good financial modelling skills, with the ability to connect delivery plans to spreadsheets;

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- Ability to create & analyse solutions to complex problems.
- 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 in a compelling way;
- 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.
- 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 30<sup>th</sup> April 2018. We will be interviewing as soon as we receive applications and look to appoint as soon as possible.