Director, Capital Formation and Investor Relations

About Social Finance
Social Finance is a 501(c)(3) nonprofit organization dedicated to mobilizing capital to drive social progress. We believe that everyone deserves the opportunity to thrive, and that social impact financing can play a catalytic role in creating these opportunities. We design and manage public-private partnerships that tackle complex social challenges, such as achievement gaps, health disparities, and prisoner recidivism.

Core to our work is the development of Pay for Success financing, also referred to as Social Impact Bonds. An innovative funding model, Pay for Success helps to measurably improve the lives of people in need by driving government resources toward better, more effective programs. Our sister organization, Social Finance UK, was founded in 2007 and launched the world’s first Social Impact Bond in 2010.

Social Finance partners with governments, nonprofits, foundations, impact investors, and financial institutions to create innovative financing solutions to improve social outcomes. In the Pay for Success and Social Impact Bond market, our Advisory Services, Social Investment, and Active Performance Management teams support all phases of work, tailored to the needs of our partners. We are focused on developing a strong Pay for Success field through market education, publications, events, research and analysis.

Role and Responsibilities
The Director of Capital Formation and Investor Relations will report directly to the Managing Director and play a critical role in supporting project development and financing transactions by connecting impact capital with appropriate opportunities. Social Finance is committed to funding the country’s most effective and innovative non-profit social service providers to scale their operations and their impact through Pay for Success and other outcomes-based financing
mechanisms. We believe that many significant social challenges can be alleviated or solved by the application of evidence-based practices and programs via high performing non-profit organizations.

In order to expand their reach and capability, promising social sector organizations need efficient and timely access to capital. Facilitating capital access is core to Social Finance’s mission and one of the valuable contributions we make when participating in a project.

The Director of Capital Formation and Investor Relations will help craft the investment vision for our Social Investment team as it structures public-private partnerships with government jurisdictions, non-profit organizations, and funders. Through deep and substantive relationships with a growing community of family offices and foundations, philanthropies, private banks and other impact investors, the Director will work to understand capital allocation needs, funder motivations and how their goals might align with Social Finance projects. The Director will coordinate all aspects of the relationship with this community – introducing and cultivating relationships; supporting Social Finance project development, financial structuring and capital formation processes; finalizing investments; and managing ongoing investor relations.

As part of his/her responsibilities, the Director of Capital Formation and Investor Relations will:

- Develop, maintain and grow the impact investor base for Social Finance and its affiliates, mostly domestically in the U.S. This will include institutional foundations, family foundations, endowments, family offices, corporate foundations and non-profit grant makers, as well as financial institutions and banks
- Use market perspective to help inform appropriate project financing structures, especially as it relates to program-related investments and other foundation-oriented investments (including guarantee structures, mission related investments)
- Proactively manage investor relations for all companies’ projects, such as quarterly letters, events, and other activities. Initially this will be done with the support of project team, and over time, with an additional dedicated investor relations resource
- Educate and update investors and funders on Social Finance projects, answer questions as needed, and in all cases represent Social Finance fairly and accurately
- Contribute to new product development ideas and due diligence expertise
• Collaborate with the Director of Communications on marketing and communications strategy, especially as it relates to funder community
• Represent Social Finance to help build the broad Pay For Success and impact investing field at conferences, industry or sector events as appropriate
• Oversee dynamic business development strategies and processes to ensure that Social Finance is well-positioned to develop new funder relationships, while deepening important existing relationships
• Promote a client-centric culture to refine existing products and services to meet client needs
• Develop and execute a plan for engaging philanthropic program-related investment and/or mission-related investment makers
• Work with the Managing Director to help manage Social Finance’s key investor and funder relationships, from cultivation through investment closing

Qualifications

• At least ten years combined work and graduate school experience in the impact investing or community development investing world, including specific experience raising private investment and/or philanthropic capital
• Advanced interpersonal skills and client-facing experience; ability to identify, build and maintain relationships across sectors that are integral to the firm and its mission
• Commitment to excellence and accuracy, with an ability to manage multiple competing priorities simultaneously, constructively express contrary points of view and seek consensus among strong, independent thinkers
• Excellent oral and written communications skills
• Ability to develop a strategy and implementation framework, and then achieve success; experience working with Salesforce or other CRM system a plus
• Demonstrated interest and knowledge of key issues in effective nonprofit management, social interventions, and/or impact investing (e.g. professional experience, academic coursework, consulting projects, volunteer work, etc.)
• Outstanding financial and investment analysis skills, oral and written communication skills, and presentation ability
• Capacity to work independently while contributing to team projects as appropriate
• Spotless reputation with the philanthropic or investment community, based on credibility, consistency, visibility, access, and depth and breadth of knowledge
• Sense of humor and flexibility to regularly incorporate the feedback of others into work processes

Application

Send cover letter and resume to hiring@socialfinanceus.org (Subject line: Director, Capital Formation)

Review of applications will begin immediately. No phone calls please.

Social Finance, Inc. is an equal opportunity employer, and all qualified applicants will be afforded equal employment opportunities without discrimination because of actual or perceived race, color, national origin, sex, age, religion, disability, marital status, personal appearance, sexual orientation, gender identity or expression, political affiliation, or genetic information.