



## Vice President, Government Relations

Washington D.C.

### About Us

Social Finance is a 501(c)(3) nonprofit organization focused on building impact-first investments and outcomes-based financing tools to align resources with impact and get measurable outcomes for our communities. We want to harness the best of the markets, the discipline and incentive alignment, with the best of government and civil society—that desire to solve intractable social challenges and improve lives at scale. Throughout our work, we strive to uphold our commitment to our values – people, performance, integrity, and collaboration – and to principles of [diversity, equity and inclusion \(DEI\)](#).

Our services (social investment, advisory and field building) are grounded in the core principles of Pay for Success: clearly-defined outcomes, data-driven decision making, cross-sector partnership, strong governance and accountability, and catalytic capital for impact. Our social investment teams work with cross-sector partners to design, launch, and manage [Career Impact Bonds](#) and [Social Impact Bonds](#). Our advisory practice partners with governments, philanthropy, and nonprofits to implement outcomes-oriented approaches. The Field Building initiative helps advance Pay for Success through market education, publications, events, and research. Across all our work we aim to address the most pressing social challenges in the following areas: Workforce, Economic Mobility, Environment, Education, Children and Families, Criminal Justice, Health, and Homelessness.

### The Opportunity

**General.** As a member of the leadership team, the Vice President, Government Relations will contribute to the overall strategic direction, culture, and organizational priorities of Social Finance. The Vice President, Government Relations will be responsible for the development and execution of

Social Finance's engagement with the federal, state and local governments to advance its mission of building innovative partnerships and investments that realign systems to measurably improve lives. This role requires significant experience with government and regulatory agencies, political affairs and public policy, as well as a commitment to a mission driven organization. The position will be based in Washington, D.C.

**Primary Responsibilities.** Primary responsibilities will include creating and advancing opportunities for Social Finance's [Impact Finance](#), [Public Sector Practice](#) and Field Building work by (i) overseeing and leading **Federal government engagement** across relevant Executive branch agencies and related legislative committees and leadership; (ii) overseeing and leading engagement with **relevant government associations** (such as the **NGA, NCSL, NACo, etc.**), (iii) overseeing and providing direction on **state and local government** engagement, and (iv) engage in **field building** by representing Social Finance with D.C.-based partners and at relevant conferences, legislative hearings, meetings, etc.

The VP Government Relations role also participates in the Leadership Team of the firm, with specific assignments related to team and firm management.

Specifically, the VP, Government Relations will be responsible for:

***Federal government engagement***

- Work with the Senior Team to create a federal government engagement strategy to advance Social Finance's mission, including but not limited to:
  - Educating legislators and officials about the principles and use cases for outcomes based funding
  - Identifying appropriate legislative bills for pay for success or outcomes based funding components
  - Engaging with applicable Executive branch agencies to identify opportunities to incorporate pay for success or outcomes based funding strategies into federal funding streams
  - Identify opportunities for the Public Sector Practice to engage with federal agencies.
- Engage with relevant legislative committees and/or legislative leaders to advance pay for success and outcomes based funding opportunities.

- Work with external government relations firms as applicable to leverage their networks.

### **Government associations**

- Engage with the relevant government associations to create additional opportunities for Social Finance's Public Sector Practice at the State and Local level.
  - Establish and maintain strong relationships with relevant government associations
  - Create mutually beneficial opportunities for Social Finance and the associations to collaborate for the benefit of their member officials, jurisdictions and ultimately constituents

### **State and Local government engagement**

- Support Social Finance team members as they engage with state and local governments across the Impact Finance and Public Sector Practice areas.
- Engage with local government relations firms as applicable to leverage their networks.

### **Field Building**

- Represent Social Finance at relevant conferences, meetings, legislative hearings and convenings.
- Build and maintain positive relationships with D.C.-based funders and partners working in the space (e.g., Results for America, Omidyar Network)
- Contribute to Social Finance's field building efforts by writing policy pieces, blogs, articles, etc.

### ***Reporting:***

The Vice President, Government Relations will report to Jeff Shumway, Managing Director.

### ***Qualifications:***

- Advanced degree or equivalent experience;
- Demonstrated legislative policy experience in a congressional office or at a state government liaison office;
- Minimum 12 years' relevant work experience, with strong networks and contacts;

- Demonstrated understanding of Federal/State/Local appropriations/budgets
- Experience working with policy makers (elected as well as appointed)
- Strong written and verbal communication skills (e.g., policy papers, op-eds, conference presentation)
- Experience working across multiple projects simultaneously
- Thrive in a team environment
- Comfortable working in a fast-changing environment
- Entrepreneurial approach to work and excited by innovations that can catalyze large scale system improvements
- Experience managing and developing direct reports

## **Benefits**

At Social Finance, we strive to deliver a benefits program that will enhance our overall value proposition to employees. Our current benefit offerings include:

- Comprehensive health care coverage: medical, dental and vision insurance; flexible spending accounts; Employee Healthy Actions programs and more
- Retirement savings plan with employer contribution
- Short-term, long-term and life insurance policies
- Commuter benefits and cell phone reimbursements
- Dedicated budgets for team building and employee recognition
- Annual budget for external professional development opportunities
- Mentorship and onboarding programs
- Collaborative and energizing workspaces in downtown Boston, San Francisco and Austin
- Paid vacation and paid holidays (with 12/24-1/1 off every year)
- Paid parental leave
- A truly stellar team of high performing, values-driven and fun (!) professionals

## **Application**

Applicants must be permanently authorized to work in the United States on a full-time basis. Send cover letter and resume to [hire@socialfinance.org](mailto:hire@socialfinance.org) (Subject line: VP, Government Relations). 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, creed, disability, marital status, citizenship, ancestry, personal appearance, sexual orientation, gender identity or expression, political affiliation, military status, status as a protected veteran, genetic information or any other legally protected status.*