

## **POSITION DESCRIPTION DIRECTOR- FUNDRAISING**

Reports to: CEO, GSG

Location: London (UK) or New York (USA)

### **The Impact Investing Movement**

A paradigm shift is underway. Unique collaboration between pioneering investors, philanthropists, civil society organisations, businesses, governments and entrepreneurs is delivering new tools designed to tackle the complex, global problems we all face today. The era of impact investment has arrived.

The world faces increasing inequality and the spread of social issues worldwide, from a lack of access to basic education and healthcare to climate change and the refugee crisis. These and other challenges can be addressed by unleashing the twin powers of impact capital and social entrepreneurship, complementing the purposeful action and scale brought by global efforts such as the UN's SDGs and COP 21.

Impact investment- investing for a measurable financial and social or environmental return- can help tackle these challenges in a way that adds up for everyone, delivering sustainable funding for service providers; financial returns and impact for investors and entrepreneurs; and, breakthrough ideas that lead to lasting improvement for the world.

### **Organisation**

GSG was established in August 2015 as the successor to the G8 Social Impact Investment Taskforce. It is incorporated as a British not for profit, dedicated to catalysing a global impact investment market. There are presently 15 member countries plus the EU, as well as active observers from government and leading network organisations supportive of impact investment. Chaired by Sir Ronald Cohen, the GSG brings together leaders from the worlds of finance, business and philanthropy across the globe. Its mission is to harness the energy behind impact investment to spark a movement around the world, so that it reaches "tipping point" by 2020.

### **Tipping Point 2020**

One of the ways that the GSG will enable impact investment to reach “tipping point” is by growing the market size from \$150 billion in 2017 to \$300 billion by 2020. The role of the GSG is therefore to have a catalytic effect on impact investment worldwide. The GSG is actively engaged in establishing of Outcome Payments Funds in India, Africa/Middle East, Haiti, Europe, UK and USA. With the creation of more, and larger, outcome Payer Pools, more investors will come out of the woodwork to support SIBs, DIBs, and other impact investment initiatives globally.

Currently, the GSG is working on the establishment six different Outcome Payments Funds (OPFs) such as an Education OPF for India.

### **The Role**

The role of the Director of Fundraising is to raise funds to establish two \$1 billion Outcome Payments Fund before the next GSG Annual Summit (early October 2018), as flagship initiatives seeking to showcase the impact of outcomes based finance at scale. The candidate will build on legacy efforts to establish an education outcomes fund and more recent discussions around a dedicated platform to address the global refugee crisis. These funds are characterized by rolling closings and our first rolling closing must be about \$100 million. We believe both the India Education Outcomes Fund and Middle East / Africa Education Outcomes Fund are such opportunities.

As conversations around global outcomes funds will continue to evolve and mature, the candidate will design a relevant strategy around how the GSG will act as a catalyst in doubling size of the impact investment market by 2020, especially by helping raise and establish Outcome Funds of significant size.

Finally, the candidate will support the GSG’s efforts in raising additional capital (grants or investment) to support the development of other essential activities of the GSG (or its key partners and stakeholders) in enabling the Tipping Point. This can include:

- Build a global database of Outcome Payment Funders
- Identify and match Funders with opportunities
- Work with the GSG Chair, Sir Ronald Cohen, to raise and close large fundraising mandates
- Take personal leadership in assisting the first close of marquee Outcome Funds
- Ensure ongoing engagement, collaboration and communication with all Funders (including ways to thank this pioneering Funding community for support to the movement)

### **Education and Experience Requirements**

- 10+ years' work experience in venture capital/ private equity/ investment banking
- 3+ years' experience in field of impact investment and/or social entrepreneurship
- Demonstrated track record of raising significant capital for the establishment of new funds
- Desirable track record of raising significant philanthropic funding for social purpose organisations
- Master's degree preferred, Bachelor level university degree essential

**Essential qualities:**

- Ability to work in a start-up environment with limited resources
- Result oriented overachiever excited by ambitious goals
- Both strategic and hands-on
- Strong team spirit with an ability to build and be part of a high performing team working across geographies in a fast-paced environment
- Ability and willingness to travel internationally
- Have the right to work in the UK or USA depending on preferred location of work.

**Compensation & Terms**

This is a full-time role for 3 years (up to end 2020). The job will have competitive salary based on experience and industry norms.

**Recruitment process:**

- We accept applications on a rolling basis. Candidates that have a relevant profile will be contacted for interviews. We are unfortunately not able to get back to unsuccessful candidates at application stage. We expect to appoint a successful candidate by end 2017, early 2018.
- Please send your application with CV and cover letter to Neha Nigam [neha.nigam@gsgii.org](mailto:neha.nigam@gsgii.org) copying [krisztina.tora@gsgii.org](mailto:krisztina.tora@gsgii.org).