

September 2021

Career Opportunity: General Manager – Venture Consulting **(CONFIDENTIAL INTERNAL DRAFT – NOT FOR DISTRIBUTION)**

About the sector

Impact investment and social enterprise are amongst the fastest growing industry sectors in the world. Impact investment is an estimated \$1Trillion global market growing at a high double-digit CAGR as the world comes to grips with climate, pandemic and inequality crises and need for systems-change in the worlds of finance and entrepreneurship.

About Impact Seed

Founded in 2015, Impact Seed is a proud B-Corp and WA's leading market builder for impact investment, measurement and social enterprise. We are in the business of systems-change finance and entrepreneurship...network connectors and builder,s supporting policy advocacy with government, developers and co-managers of the \$20M WA Impact Fund which invests in regenerative agriculture, social enterprise and purpose drive community ventures that create social impact jobs.

Impact Seed builds both market supply and demand for impact investment with not-for-profits, social entrepreneurs, government, corporates, investors and foundations. We have three key areas of work:

Impact Venture Consulting

- Investment readiness building for impact ventures
- Incubation, capacity building and bespoke business building support for new purpose-driven social and environmental impact enterprises,
- Helping existing businesses to transition into impact,
- Certified B-Lab B Consultant.

Impact Measurement and Management

- Building fit-for-purpose strategic impact frameworks.
- Measurement and evaluation,
- Development of Impact Management Strategy (IMS), verification and audits,
- Impact communication,

Impact Investment

- Origination and deal sourcing for impact investors,
- Assisting impact businesses with raising capital,
- Impact investment management.

About the role

We have an exciting, newly created leadership role within Impact Seed. Going beyond a General Manager role, this role also dives deep into our venture consulting and impact investment readiness practice, which is the foundation of Impact Seed's capacity building work. This key role will be primarily responsible for business development and management across the business, as well as practical end to end delivery of consulting projects with our major venture development clients.

Impact investment and impact ventures cut across all business sectors, from farming to service and retail, from clean energy and property to Aboriginal economic development and entrepreneurship;

And so the successful candidate must be a systems thinker, purpose driven, and have at least 10 years commercial business experience, parallel to a depth of client consulting and delivery capability as well as demonstrable economic development credentials.

As both a senior client facing and staff leadership role in our small, dynamic and rapidly growing team, you will need to hit the ground running, and run alongside us, being responsible for delivering projects, and high level business development in conjunction with the Directors.

Importantly, we highly prefer candidates who already have experience in the impact investment sector, and who have practical experience in consulting in culturally sensitive settings with Aboriginal Traditional Owner groups and entrepreneurs, as well as not for profit and private sectors.

Remuneration and terms:

- As a role in an emergent growth sector and business, recruitment for this role will be highly geared to performance. Base salary and performance incentives are negotiable for the successful applicant.
- This position is FULL TIME and will require flexibility and responsiveness to often demanding timelines. However flexible working arrangements can be negotiated, including working from home.
- We actively promote gender and cultural diversity. Please address ALL selection criteria above in a cover letter opportunities@impactseed.org.