

September 2021

Career Opportunity: Impact Venture Consultant **(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 new role diving deep into our venture consulting practice, which is the foundation of Impact Seed's capacity building work.

Impact Seed is looking for a passionate innovator who can hit the ground running with our fee for service and pro bono clients in the impact venture and social enterprise space; Both leading and supporting practical end to end delivery of consulting projects with our venture development clients.

The successful candidate will work closely with the Social Enterprise Business Consultant, Directors and the Impact Investment Manager to directly provide training and hands-on practical development support for existing impact ventures, as well as our partner organisations seeking to develop new social enterprise business models (eg not for profit and Aboriginal corporations)

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 5 years commercial business experience, parallel to client consulting and delivery capability as well as an understanding of economic development.**

Desired skillset outline below:

- Knowledge of the WA not-for-profit and startup ecosystem
- Experience in creating and implementing design solutions for a variety of projects
- Understanding of social impact and social entrepreneurship and the WA context
- Knowledge and understanding of social enterprise capacity building strategies.
- Understanding of supply chains and markets
- Experience training and facilitating workshops
- Financial and business modelling
- Grant, funding applications
- Event management experience
- Tertiary qualification in a relevant problem-solving or systems-thinking discipline, eg. Arts, Development, Business, Law, or equivalent,
- Past experience working and/or living in regional WA will be an advantage

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:

- 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. Salary estimate \$70-80K pa.
- We actively promote gender and cultural diversity. Please address ALL selection criteria above in a cover letter opportunities@impactseed.org.
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