

# Position description

---

Position title	: Director, Funds Advisory
Reports to	: Executive Director Social Impact Initiatives
Employment type	: Maximum Term (12 months) / Full-time or Part-time
Location	: Sydney
No. of direct reports	: 1 (plus responsibility for contractors as needed)
Date	: February 2024
Approved by	: Chief Executive Officer

## The operating environment

### SVA overview

Social Ventures Australia (SVA) is Australia's most innovative social impact organisation.

We use our broad outlook, transformational thinking, and trusted voice to lead the charge against inequality in Australia. We were created 20 years ago to find innovative solutions to entrenched social problems and accelerate the rate of positive change.

We help institutions think differently, we help redesign systems by learning about what works in communities, and we work hand-in-hand with our passionate partners to take real action and drive positive social change.

### SVA Values

As a purpose-driven organisation, our values guide who we are, how we work and the decisions we make.



People at the centre



Difference gives us strength



Open and ready to learn



Real change takes time

Learn more about SVA's values [here](#).

## First Nations Practice Principles

SVA is committed to providing a culturally safe workplace for all our First Nations employees, partners and clients. We commit that our work with First Nations peoples is aligned with our First Nations Practice Principles set out below.



Learn more about SVA's First Nations Practice Principles [here](#).

## Team overview

SVA's Social Impact Initiatives conceives of and delivers projects to drive systemic change that will bring us closer to an Australia where all individuals and communities can thrive by reducing inequality.

Predominately philanthropically funded, the team uses a diverse set of capabilities to develop solutions to challenging social problems by shifting practices, policies and funding that impact the lives of people experiencing exclusion, poverty, or disadvantage.

The team's knowledge and expertise span a number of practice areas; currently First Nations, Education, Early years, Employment, Policy and Advocacy and Outcomes Management. It delivers these initiatives in line with SVA's prioritisation framework, pricing methodology, project management, resource allocation and financial discipline/s to maximise the impact of our work and ensure the financial sustainability of SVA.

This role is part of SVA Social Impact Initiatives business unit and works closely with the outcomes management and policy and advocacy teams, supporting SVA's vision by connecting social-purpose organisations that need capital to grow their impact with suitable funding and advice. SVA established its social finance practice in 2011 and since that time has been first to launch in Australia a number of social finance instruments. We have incubated, established and managed a range of funds with varying mandates, including the \$15m Diversified Impact Fund, the \$90m+ Social Impact Investment Trust and the \$600m Synergis Fund.

In addition, SVA is the Australian market leader in developing and issuing Social Impact Bonds (SIBs). Over the last decade it has launched 8 Social Impact Bonds (SIBs), of which 5 are currently operational, with a sixth under development.

## Position purpose

The Director Funds Advisory is responsible for the continued evolution of SVA's work to create greater impact across the social impact investing sector. This includes the operational management of SVA's Diversified Impact Fund (DIF), which is due to mature in December 2027.

With exposure to a wide variety of opportunities and sectors, this role involves a unique balance between strategic development, advisory/consulting work, and relationship management. This includes leading the strategic direction of the practice, leading several key strategic funds structuring advisory projects, establishing and maintaining key relationships across the social impact investing market.

This role also works collaboratively across the broader SVA team, providing and leveraging expertise, thought leadership and advocacy.

This position provides an exciting opportunity to draw on SVA's rich depth of experience in the sector from over a decade, apply lessons we have learnt and understanding what it really takes to get things off the ground.

## Position responsibilities

Specific responsibilities include:

### **Market building and sector development**

- Identify opportunities to develop new services, products, or advocacy to deepen sector impact.
- Generate and prioritise new advisory opportunities via a mix of inbound enquiries, SVA networks, existing relationships, direct outreach, and strategic marketing.
- Engage broadly across the government and social sectors to explore opportunities and build sector insight and capability.
- Establish and maintain key relationships across the social impact investing market including peak industry bodies, advisers, intermediaries, foundations, fund managers and not-for-profits.
- Represent SVA at conferences, networking events, investor events, roundtable seminars.
- Contribute to SVA's advocacy agenda including sharing insights, writing SVA Quarterly articles.
- Engage broadly across SVA to leverage and contribute to expertise and evidence.

### **Advisory and Consulting**

- Lead the strategic direction of the practice, leveraging SVA's extensive expertise and strong reputation and networks in the market to showcase SVA's social finance / impact investing expertise and as pioneers in the sector.
- Lead key strategic funds structuring advisory projects, advisory engagements and ensure the delivery of high-quality funds advisory services.
- Identify new opportunities to provide funds advisory support, suitable partners, and programs for new initiatives; and lead the design and proposal phase.

### **Leadership and management**

- Support the development and implementation of SVA's strategy in funds advisory.
- Participate in the development of SVA strategic objectives and priorities and help identify opportunities for innovation and growth within funds advisory.
- Identify, implement, track and meet annual objectives in generating both financial and demonstrable social returns.
- Provide overall management including the professional development and wellbeing of staff. Lead, develop and manage a growing business focusing on workforce planning, team structure, workload management, budget, and capacity.
- Guide and develop team members and undertake periodic performance conversations. Support and develop staff in their subject areas.
- Manage and mentor direct reports and maintain a high-performance team environment.
- Develop and implement strategies to attract, cultivate and retain top talent.
- Lead, participate in and support organisational and transformational change initiatives.
- Contribute and support the implementation of SVA Reconciliation Action Plan commitments.

### **Other**

- Provide internal management oversight of operational aspects of the Diversified Impact Fund.
- Assist in preparing reports to the senior leadership team, Board and Committees on a range of issues in relation to the role.
- Contribute towards the implementation of SVA's legal, risk and compliance framework to help meet SVA's legal and regulatory obligations as an AFSL holder.

## **Special requirements**

Ability to travel nationally as required.

## Person requirements

To effectively perform this position, the person will require the following:

### Knowledge

- Demonstrated knowledge, passion, and commitment to working in the social sector and on society's most important challenges.
- Informed perspectives and strong relationships across the Australian impact investing sector.
- Project Management methodologies.

### Experience

- Financial services experience, with a preference for experience in the Australian impact investing sector and in funds/financial products structuring.
- Successful track record in transaction advisory services in banking.
- Advisory and/or consulting experience including project management and delivery.
- Presentations and authorship.

### Qualifications

- Undergraduate or post-graduate degree in relevant field (e.g., Commerce, Finance, Accounting, Law, Actuarial).

### Skills & Abilities

- Proven analytical skills, including the ability to think clearly and logically and synthesis complex information.
- Strong relationship building, influencing and negotiation skills.
- Clear and compelling communication skills (both written and oral).
- Facilitation skills.
- Strong team ethic and ability to effectively manage and support team members and stakeholders.
- Commitment to quality and strong attention to detail.
- Self-driven with the ability to multi-task and allocate/ review priorities to meet deadlines.
- Creates a positive working environment and rich professional learning experience for team members.
- Ability to work collaboratively and consultatively within team unit and broader organisation.
- Skills in influencing others where no formal authority/accountability exists.
- Flexibility to move quickly from high level strategic conversations to the operational detail inherent in the role.
- Ability to work in cross-cultural settings and connect with diverse teams across the organisation.
- Ability to successfully drive and manage systems and/or organisational change.
- Model SVA values and ensures a safe and healthy environment for team members, colleagues, and stakeholders.