# Director of Impact Investment Strategy

## Position Specifications

| Role Specifics | |
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| **Position** | Director of Impact Investment Strategy |
| **Location** | San Francisco |
| **Reporting Relationship** | President and Chief Investment Officer |
| **Website** | www.impactassets.org |

## Company Background, Culture & Organizational Values:

### Empowering Access to Impact Investing

In 2010, ImpactAssets was spun out of Calvert Impact Capital in recognition of the growing need to increase flows of capital to the world's greatest challenges. Since its inception, ImpactAssets has become the leading facilitator of direct impact investing. The company is best known for its Donor Advised Fund, The Giving Fund, but it also has managed investment products and portfolios for taxable accounts.

The ImpactAssets Giving Fund, a donor advised fund (DAF), was created "of, by and for impact investors" to provide a flexible solution for the innovative and creative impact investing that philanthropists were seeking. The portfolio represents more than 500 impact investment positions and nearly $500 million in assets.

The ImpactAssets investment platform includes public and private debt and equity funds, model portfolios, Impact Notes, a Seed Ventures Fund and 300+ direct company investments aligned to the UN Sustainable Development Goal framework.

ImpactAssets is also dedicated to field building through the ImpactAssets 50 database of private debt and equity fund managers, The ImpactAssets Handbook for Impact Investors and the ImpactAssets Issue Brief library.



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The organization's success is testament to their highly-engaged 1000+ clients, strategic partners, board and team. ImpactAssets has ambitions plans to build out and enhance client experience through diversified investment options, custom investment strategies and increased opportunities for community interaction and collaboration. The organization is poised to double, triple and quadruple in size over the next few years with a honed product, sales and marketing strategy.

## Why ImpactAssets?

ImpactAssets has grown rapidly the past five years. Even when considering outflows for participant philanthropy (grants), they have grown at a rate of approximately 25% annually and are looking to grow to a multi-billion-dollar Impact Investing organization from their current asset base of $500mm. With an impressive list of high profile impact investor clientele, this is an entrepreneurial, innovative, fun and creative organization.

In addition to investing in the firm's approved funds and model portfolios, clients may also source and recommend their own private impact investments. In 2018, ImpactAssets' clients invested $65M across 94 private impact deals, bringing the firm total to nearly 500 private impact investments. Q1 2019 is on pace to double last year's investment rate. The firm also offers investment products outside of the DAF as well as a Seed Ventures Fund and Impact Notes. This line up of impact investing opportunities is ImpactAssets' key differentiator and competitive advantage.

In recent years, the firm has seen interest from several key markets and is currently underway in strategic planning to identify and prioritize these markets, understand the product strategy, service model and hiring strategies necessary to support the efforts to capture these market opportunities.

Because we are all impact investors ourselves, the culture at ImpactAssets is highly supportive, collaborative, entrepreneurial and warm. We are all very passionate about changing the world and while there is respect for work-balance, we work hard to achieve our goals. Preserving this culture is paramount to us.

## Key Responsibilities

The Director of Impact Strategies is a new hybrid investment and Client Relationship Management role designed to assist the firm's largest ($1B+) and most strategic clients in drafting a cogent impact investing strategy, utilizing the firm's wide and growing assortment of impact investing opportunities and ensure the delivery of world class client experience.

- Assist in the tail end of the sales process (closing) and quarterback the onboarding process for new family offices, foundations, corporate DAFs
- Lead the client(s) through the impact investment strategy journey:
    - Develop impact objectives and explore investment parameters
    - Translate impact objectives into a cogent impact investing strategy
    - Draft a plan for strategy implementation including investment parameters and risk appetite



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- Design an asset allocation and "IPS" for the client, including an allocation to direct company investments
- Drawing on IA's large platform of third party and managed investment options, work with the client to select investments that reflect their impact strategy and investment parameters, including model portfolios, public securities, shareholder activism, private investment pools, private funds, direct company investments
- Cultivate deal flow that aligns with the interest of these key accounts by staying close to key accelerators, entrepreneurial universities, associations and drawing from IA's large pipeline or executed deals (94 executed deals in 2018)
- Bring investment ideas to the client for consideration and further diligence
- Shepherd uniquely structured deals through the IA due diligence process, acting as client advocate and liaison
- Quarterback the execution of other activity, including grantmaking, the hiring of consultants and the resolution of any account issues
- Gather market insights and bring them back for incorporation into product strategy and roadmap
- Using Salesforce and our investment management system, work with our existing Senior Engagement Officer (who is awesome) to build systems and processes that capture client activity and ensure world class client experience
- Hire an A+ team as we grow

## Professional Experience/Qualifications

- At least 10+ years' professional experience in reputable investment firms
- The ideal candidate has experience with:
    - Portfolio management, wealth management, management of a fund, and/or portfolio construction
    - Impact investing in the private markets, both funds and direct company investments
    - Client relationship management experience with family offices and ultra high net worth individuals and families
- A high degree of tenacity, organization and follow through
- A creative thinker with a high degree of versatility who can take in market feedback to improve offerings
- Ability to hire, train and mentor supporting talent
- Ability to travel as needed
- Bachelor's degree required, CFA, MBA, advanced degree or certifications preferred



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