



Position Title	Head of Community Engagement at Sefa (Social Enterprise Finance Australia Ltd)
Reporting To	Chief Executive Officer
Position Summary	<p>The Head of Community Engagement is responsible for leading the fee-for-service offering at Sefa, ranging from investment readiness and due diligence to bespoke funding programs in collaboration with partners. The role includes managing a small team of consultants and fellows and additional hires into the partnerships team as required.</p> <p>The role will be overseeing all aspects of business development, pitching and service delivery process, to help build and maintain a robust and profitable pipeline of fee-for-service engagements and a strategic portfolio of bespoke funding programs with social impact, engage with partners (clients, investors, stakeholders) and integrate with the other business activities of the Sefa group.</p>
Location	Sydney with travel within Australia
Key Responsibilities	<ul style="list-style-type: none"> • Lead Sefa’s fee-for-service advisory offering with a focus on developing long-term partnerships and programs • Conduct research and engage in market sounding on new trends, gaps and opportunities • Assist in developing new business and partnerships / relationships using a co-design approach that integrates capital and capability to result in social outcomes • Project management of all fee-for-service engagements • Deliver advisory engagements, with a focus on investment readiness, due diligence, capital structuring, capital raising support, payment-by-outcome tenders and bespoke funding solutions • Support the CEO in managing key stakeholders and partners • Coordinate with the Head of Portfolio Management all elements of deal origination, due diligence and ongoing monitoring relating to won fee-for-service engagements • Coordinate with Sefa Partnerships on joint projects and proposals, with a focus on blended finance and capacity building • Develop and deliver workshops on social finance and social investment



	<ul style="list-style-type: none"> • Contribute to Sefa’s thought leadership around financial returns with purpose and oversee Sefa’s impact reporting, working closely with Marketing & Communications • Contribute to strategy and execution for Sefa around social finance / fee-for-service products & advisory services • Represent Sefa at events and conferences.
<p>Knowledge and Skills required</p>	<p>Essential</p> <ul style="list-style-type: none"> • Passion, energy, commitment and understanding of the impact investing / social finance / social enterprise sectors. • Capability to co-design bespoke fee-for-service engagements and programs in collaboration with a range of partners. • Project management skills. • Track record in originating, structuring and overseeing capital raising for a variety of finance transactions for purpose-driven organisations. • Aptitude to manage and drive a variety of internal and external stakeholders. • Relationship building skills with a focus on patience and resilience given the nature of the evolving impact investment sector in Australia. • Good analytical skills, e.g. around financial analysis and/or investment assessments. • Strong interpersonal and communication skills with the ability to interact with a variety of audiences and levels of technical expertise. • Ability to coach and lead members of the Sefa team (permanent staff, consultants and Sefa fellows) in developing their professional skills in the social finance sector. <p>Very helpful</p> <ul style="list-style-type: none"> • Leadership and governance experience. • Understanding of the challenges facing for-purpose organisations in Australia • Established networks across impact investors, philanthropy, NFP and government across Australia.
<p>Qualifications</p>	<ul style="list-style-type: none"> • Degree education or equivalent.