



**Social
Investment
Scotland**

JOB SPECIFICATION

Market Building

HEAD OF MARKET BUILDING: June 2019

JOB SPECIFICATION

Market Building

SALARY

£40k-45k

RESPONSIBLE TO

Deputy Chief Executive

LOCATION

Edinburgh, with flexibility, and occasional travel

CONTRACT TYPE

Permanent and full time, with some flexibility



Social Investment Scotland

Our values

- Purpose: we are purpose driven- we are committed, innovative and impactful;
- Integrity: we do what we say- we are reliable, honest and consistent;
- Unique: We embrace the power of difference- we are inclusive, open and ethical;
- Partnership: We grow strong partnerships- we are collaborative, confident and respectful.

About us

Social Investment Scotland (SIS) are a social investment finance intermediary (SIFI) operating across Scotland and beyond. Our mission is 'to connect capital with communities, to make a real, measurable and sustainable impact upon peoples' lives.'

JOB SPECIFICATION

Market Building

This connection happens in two ways. We help social enterprises and mission driven businesses access the finance and support they need to support delivery of their own missions; and we support a growing community of social investors- looking for both a financial and a social return on their investment- access opportunities.

Purpose of role

SIS's market building activity covers projects, programmes and activities to help communities build capacity, confidence, and resilience. The Head of Market Building (HOMB) will lead a team that has overall responsibility for the design and development of capacity building programmes, and provision of business support in pursuit of this strategic aim. The overall objective of the role, working across the organisation and closely with all members of the SIS leadership team, will be to lead SIS's efforts to grow the market for social investment; either by helping organisations understand investment concepts or through business support interventions (both one to one and one to many) that lead to growth and scale opportunities supported by investment from SIS.

Responsibilities will include

Overall responsibility for the organisation's market building activities; including the design and delivery of business support programmes, business development priorities, and other market building activities.

Building strong and productive networks across government, the third sector, public and private sectors that result in new business opportunities for both SIS and our partners.

Help organisations understand social investment concepts, and how they might be used to support their organisations increase their sustainability and social impact.

Support organisations that have raised investment to scale, grow and collaborate to improve resilience and sustainability.

Lead and influence to raise the profile of social enterprise in the mainstream economy in support of inclusive economic growth.

Support the building of market opportunities for social enterprises, in particular via procurement (public and private sector), and directly with consumers.

Articulate the impact and ripple effect of market building activity, particularly where it might not lead to an investment.

Working with a range of partners and funders, and supported by other members of the leadership team, design, develop and deliver investment readiness and market building programmes aligned with the strategic objectives of the organisation.

JOB SPECIFICATION

Market Building

Work closely with the Head of Communities to support the development of the pipeline of organisations looking for investment from SIS, in line with the objectives of the organisation.

Ensuring the delivery of an effective events management programme that supports the organisation's market building activity.

Support the implementation and evolution of the organisation's Customer Relationship Management platform (efront) to support the effective management of stakeholder and customer relationships.

Attend all relevant committee and fund board meetings as appropriate, in conjunction with other members of the leadership team.

In conjunction with the CEO, and other members of the leadership team, attend meetings and events as appropriate to represent the organisation.

Benefits of working at Social Investment Scotland

We will ask a lot of successful candidates- but in return working life at SIS offers:

- The privilege, and responsibility, of working for a leading organisation with an ambitious mission.
 - A range of formal and informal training and learning opportunities.
 - A competitive salary and benefits package that is regularly benchmarked against similar organisations and that includes a contributory pension plan, child care voucher scheme, generous annual leave entitlement and other benefits.
 - Flexible working arrangements.
 - The chance to work with exceptional colleagues who lead by example and provide a source of support and encouragement.
-

How do I apply?

At SIS we use a blind recruitment process via our partners at Be Applied. Please see the following link for details on the role and the recruitment timings - <https://app.beapplied.com/apply/0giaxmocb2>