

IMPACT Community Capital Managing Director, Investor Relations and Capital Markets Position Description

Company Overview:

IMPACT Community Capital LLC (“IMPACT”) is a pioneer in investing for impact. They believe that impact investing has the potential to transform communities if done at scale. IMPACT has developed an investment platform for institutional investors whose capital will be the catalyst to achieve scale.

Founded in 1998 solely to generate institutional quality, purpose-driven investments, IMPACT has originated \$2 billion of investments intended to create transformational change in America’s communities. Founded by and with continued support from some of the nation’s leading insurance companies IMPACT continues to be guided by their well-considered expectations of financial performance and corporate stewardship.

IMPACT has invested in affordable housing, healthcare, childcare and job creation, the building blocks of healthy communities. Transformational community investments require the scale of institutional investors who increasingly seek a balance of investment return and making a difference. IMPACT believes its purpose-built investment platform is perfectly positioned for the growing number of investors seeking high-quality investments with the potential to solve intractable social problems.

IMPACT offers fixed income strategies that are compelling alternatives to high grade corporate bonds and other traditional fixed income investment solutions. IMPACT plans both to expand its fixed income strategies as well as develop new equity investment strategies. IMPACT is poised for significant growth in an institutional investor community yearning for a balance of investment return and making a difference.

To learn more about IMPACT, please visit their website <http://impacatcapital.net/>.

Position Summary

The Managing Director of Investor Relations & Capital Markets is responsible for increasing the firm’s assets under management through the development of new investor relationships, leading investor relations and directing the execution of IMPACT’s marketing strategy. He/she will represent IMPACT’s investment strategies, investment management and operating expertise. He/she will be responsible for identifying sales opportunities, engaging with clients, and selling investment solutions across the organization’s impact investing platform. The individual will also be responsible for ongoing relationship management with the firm’s investor base. The individual will leverage his/her own contacts, develop new contacts and work in collaboration with the Chief Investment Officer to develop, structure, and market IMPACT’s investment strategies.



Position Responsibilities

Business Development & Investor Relations

- Develop and execute strategic sales plans, from product positioning and market launch to developing target outreach plan for potential investors.
- Establish and maintain institutional investor relationships to drive new assets to IMPACT investment strategies.
- Liaise with IMPACT investments team to research and develop new investment strategies, including evaluating potential demand with institutional investors, market competition, and areas of IMPACT's competitive advantage.
- Coordinate IMPACT investments, legal and finance teams in new product launches, including fund formation, distribution of offering and marketing materials, and execution of documentation by investors.
- Develop investment consultant relationships to educate research teams on IMPACT strategies and maintain current firm and investment information in consultant databases.
- Serve as relationship manager for IMPACT investors, acting as main liaison between clients and IMPACT's investment, legal and operations teams to facilitate timely delivery of client reporting or any ad-hoc requests, ensuring a consistent, high level of client service.

Marketing Strategy and Execution

- Serve as primary liaison with IMPACT's external marketing firm. In concert with CEO, lead development and execution of strategic communications plan.
- Raise the profile of IMPACT through high quality PR and marketing via the media, industry conferences, and investment insights (articles, videos, social media).
- Collaborate with investments team and external marketing firm to produce and distribute thought leadership and investment insight pieces for investors and media at least quarterly.
- Develop and maintain product marketing collateral, such as fund presentations.

Leadership Capabilities

- Minimum 10+ years of related experience required.
- Advanced degree or equivalent preferred.
- Demonstrated track record of leveraging investment product knowledge to earn new investor relationships, while expanding and maintaining existing investor relationships.
- Knowledge of structured credit strategies based on investment, portfolio management, banking, and/or marketing experience.
- Previous role in product management, investor relations, capital raising or investing for an asset management firm or investment banking.
- Combination of both product knowledge and investor relations experience.
- Knowledge of affordable housing/Low Income Housing Tax Credit a plus.
- Series 7 license a plus.



Personal Characteristics

- Strong cultural fit with the IMPACT team: personable, collaborative, authentic, team player, entrepreneurial and driven to achieve outstanding results.
- Driven by a desire to do work that makes a difference in the lives of low income or disadvantaged people.
- Strong communication (verbal and written) and presentation skills.
- Must be dynamic and hard-working as per the industry standards.
- High energy, enthusiasm, and drive.
- Ability to work without direction and to be entrepreneurial.
- Strong balance of technical product knowledge and relationship skills.
- Highest integrity and ethics.

“IMPACT believes that the diversity of its workforce is vital to its long-term success. Its employees learn from one another and benefit from working with a team with varying backgrounds, experiences and perspectives. IMPACT is an equal opportunity employer.”

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