

Senior Partnerships & Engagement Officer

ABOUT IMPACTASSETS

ImpactAssets is the leading impact investing partner for individuals, families and philanthropists seeking to effect real change for people and planet. Bold yet pragmatic in our approach, ImpactAssets' creativity and investment expertise ignites a deeply personal impact investing journey for clients - while we manage the complexities. Founded in 2010, ImpactAssets' mission is to increase flows of capital to impact investing. Together, with our clients, we are catalyzing investment capital into mission driven business models solving the worlds' biggest challenges.

The result? A fast growing, dynamic organization with over \$2 billion in assets under management and an activated community of 1,800 clients. This level of growth, vision and commitment equals great opportunities to grow a career at ImpactAssets. ImpactAssets is seeking a wide range of colleagues that share our urgency and audacity for driving outsized capital to impact investing. You dream big, have a track record for solving problems and know how to 'get stuff done'.

THE OPPORTUNITY

As a member of the Sales Team, the Senior Partnerships & Engagement Officer is responsible for developing and managing key relationships related to our impact areas of climate, race and gender to raise new assets for impact investment opportunities. The ideal candidate is excited by building partnerships and engaging with prospective clients, gathering, and prioritizing customer requirements, and working closely with sales and marketing colleagues to ensure we hit our sales targets. You enjoy being the internal and external champion for the customer and you are strategic and adept in employing a consultative sales approach in closing new business. You take pride in identifying new opportunities, building relationships and meeting sales goals. You enjoy public speaking and have a strong interest in impact investing.

This role breaks down into equal time spent in business development, partnership strategy and client engagement activities.

This Senior Partnerships & Engagement Officer is a full time, remote position and can work from anywhere in the US. Travel to help drive sales and build partnerships clients is required.

Key Responsibilities:

- Actively drive sales of new accounts and impact investment programs to ImpactAssets' target client segments which include family offices, institutions, corporations, high net worth investors, private foundations and community foundations
- Identify new network opportunities through strategic partnerships within the impact ecosystem
- Establish, develop, and maintain positive strategic partners and client relationships
- Foster strong internal relationships by regularly sharing market insights with the rest of the organization to inform business planning, product strategy and marketing
- Actively capture and track client intelligence and activity in Freshsales CRM and maintain accurate notes and investor pipeline information
- Manage and lead the sales metrics activities to inform business development strategy

- Work with Head of Impact & Marketing colleagues to develop/maintain strategic collaboration tools and marketing collateral
- Develop strong knowledge of ImpactAssets' value proposition and serve as the firms' subject-matter expert/advocate for impact investing at industry events
- Manage business development team member(s)

Knowledge and Skill Requirements:

You are passionate about using data and market insights to advance an evolving offering and catalyze funding into the impact investing space and possess the following qualifications:

- A minimum 10 years' experience working with institutional, UHNW, large accounts or family offices is required
- Strong individual sales capabilities with a proven track record of success. Experience developing relationships with family offices, corporates, institutions or ultra-high net worth investors preferred
- Bachelor's degree required OR equivalent combination of education and experience
- Fluency with impact investing and private investments, including private debt and equity funds
- Track record for building partnerships with a variety of stakeholders
- Experience with manipulating and analyzing sales data to inform strategy
- Experience managing or supervising and leading team members, specifically the ability to set strategy, lead a team, direct the work of others, and coach and mentor
- Excellent communication and interpersonal skills, including the ability to quickly build rapport with customers and prospects
- Self-starter with the ability to define and implement a disciplined approach to targeting potential business, possessing tenacity and initiative
- Able to create and deliver presentations tailored to the audience needs
- Excellent teamwork and problem-solving skills
- Well versed in Excel, PowerPoint, Word, familiarity with CRM best practices; Freshsales experience preferred
- Experience working in a virtual working environment preferred

ImpactAssets Perks & Benefits:

- Unique benefits, including virtual work stipend and wellness benefits
- Competitive salary, 401(k) plan, and generous time off plan
- Comprehensive benefits package including full health and wellness coverage
- Opportunity for career development in a fast-paced, progressive organization

ImpactAssets is an Equal Opportunity Employer. We know our organization is at its best when we include, celebrate and embrace difference. We strive to be a diverse workforce that is representative of our mission, and where all can thrive and belong. We are committed to building a team that includes and respects a variety of voices, identities, backgrounds, experiences and perspectives.

ImpactAssets is an unconventional 501(c)(3) on a mission to change investing. We drive a 'for-profit' model and innovate with 'non-profit' flexibility. We are 'investment revolutionaries' who believe that intentional capital makes the biggest impact on people and planet.