

HEAD OF VENTURE ADVISORY (FULL TIME)

We are looking for an experienced strategy consultant with a track record of advising high growth commercial businesses in the UK and the ability to carry out detailed commercial due diligence. The Head of Venture Advisory will be expert in diagnosing business needs, delivering insightful business advice, developing business plans, financial modeling, explaining the implications of different legal structures and recommending appropriate investment options.

You will be part of a highly motivated, entrepreneurial team, reporting to the Director of Ventures with responsibility for managing a team of analysts and associates. You will have the chance to work at the cutting edge of social innovation and be involved in supporting high profile ventures that are achieving significant social impact.

The position will require some travel across the UK, and occasionally abroad.

The role

The Young Foundation is looking for an experienced strategy consultant with a track record of advising high growth commercial businesses in the UK and the ability to carry out detailed commercial due diligence. The Head of Venture Advisory will be expert in diagnosing business needs, delivering insightful business advice, developing business plans, financial modeling, explaining the implications of different legal structures and recommending appropriate investment options.

The Head of Venture Advisory will perform two main roles:

1. Supporting social ventures seeking to increase their social impact and financial performance
2. Advising organisations seeking to set up or spin out new social ventures

The successful candidate will work closely with established social ventures across the UK to provide mentoring, guidance, business support, networking opportunities and access to investors. They will assess the needs of each business, design and deliver suitable support packages, and coordinate the delivery of support. This support will be provided to ventures in the YF Social Venture Portfolio, the YF Accelerator, and the YF Entrepreneurs Network.

In addition, the Head of Venture Advisory will work with large organisations seeking to develop or invest in suitable business models for new social ventures. They will advise on appropriate legal structures, making initial investments (for example via equity, quasi equity, or loans), match funding, designing and monitoring social impact measures, motivating staff, and planning for growth.

This role brings with it a high level of direct client interaction, relationship building and account management. As a senior member of staff, the Head of Venture Advisory will be expected to own the client problem and take responsibility for determining how to bring the best of The Young Foundation to our clients. They will manage the day-to-day activities of the venture advisory team, coordinate input from other teams to enhance the client offer, be responsible for maintaining client satisfaction across multiple complex projects, and work closely with clients and staff to ensure engagements stay on track and deliver valuable insights.

In order to fund this work the Head of Venture Advisory will need to be adept at both structuring paid for client engagements (i.e. estimating delivery times, resource requirements, costs and profit margins) and charitable fundraising (i.e. grant applications, match funding and approaches to philanthropic investors).

What we offer

This role offers a significant opportunity to help shape the future direction of The Young Foundation Venture team. The Head of Venture Advisory will be responsible for managing the team budget, coaching and mentoring staff to ensure they achieve their full potential, contributing to thought leadership and innovation, and developing new products and services.

The successful candidate will be part of a highly motivated, entrepreneurial team. You will have the chance to work at the cutting edge of social innovation and be involved in supporting high profile ventures that are achieving significant social impact. Through The Young Foundation you will also be exposed to politicians, business leaders, and policy makers with the opportunity to shape the future of the social enterprise sector.

This is a full-time appointment (though we would be willing to consider candidates wishing to work four days a week). The salary is £45,650 to £60,000 (pro rata for four days a week) depending on skills, knowledge and relevant experience. All staff have access to a defined benefit pension scheme.

What you bring

Experience

- Significant experience in strategy consulting and advising high growth businesses
- Expertise in financial modeling, commercial analysis and due diligence
- Knowledge of, and commitment to, social innovation, ventures and investment
- Demonstrated ability to lead business development activities
- Expertise in business strategy and planning
- Management experience
- An entrepreneurial mind set
- Demonstrated negotiation skills
- Ability to effectively communicate, through speaking and writing

Qualifications

- An undergraduate degree at 2:1 or above (ideally in a business related discipline)
- An outstanding academic record
- Master's degree or professional qualification in business, economics or finance
- Fluency in English required

Attributes

- Commitment to The Young Foundation's vision
- Ability to act as a representative of The Young Foundation to the public

Job functions

Advisory

- Expertise in business and financial planning, legal structures, investment options, opportunity assessment, project management, sales and marketing, social impact measurement, human resources and strategic partnerships
- Strategic assessment of client needs via management team interviews, workshops, field visits, review of operations, business plans, and financial projections
- Creation and delivery of courses, workshops and events
- Design, delivery and budget management of bespoke and cohort advisory work
- Creation and execution of successful 'go to market' strategies for social ventures
- Progress tracking and reporting on social ventures that have received assistance
- Negotiation of appropriate terms and conditions, NDA's and contracts with clients

Relationship management

- Initiate new fund raising initiatives and assist in fund raising activities
- Lead marketing efforts and develop the venture support pipeline
- Create and manage external relationships with clients, funders, strategic partners, regulators and other relevant institutions

Leadership

- Provide input on developing The Young Foundation venture support strategy, annual business plan and budget
- Responsible for hiring and training new advisory staff as needed
- Provide guidance, mentoring and training to the venture advisory team

- Represent The Young Foundation at relevant regional and international conferences
- Maintain in-depth knowledge of latest industry and regulatory developments related to social ventures

Reporting

The Venture Advisory Manager will report to the Director of Ventures and manage a team of analysts and associates. They will be expected to work approximately 35 hours per week plus additional hours as necessary to get the job done. The position will require some travel across the UK, and occasionally abroad.

How to apply

Application is by CV and covering letter setting out how you meet the requirements of the post by e-mail to applications@youngfoundation.org

The covering letter should include the role you are applying for, details of your current role, salary and notice period and confirmation that you are a British or EU Citizen or otherwise have the right to work in the UK.

- The deadline for applications is noon on Friday 7 December.
- Initial interviews will be held on Monday 17 and Tuesday 18 December.
- Start as soon as possible.

We regret that we will only be able to reply and offer feedback to shortlisted applicants.

About us

We are The Young Foundation and we are determined to make positive social change happen.

We pioneered the field of social innovation with The Open University, UpRising and Studio Schools.

We work closely with individuals, communities and partners building relationships to ensure that our thinking does something, our actions matter and the changes we make together will continue to grow.

(www.youngfoundation.org)