

Job Posting: Engagement and Market Development Manager

Location: Remote/Toronto/Vancouver, Canada

Company: Boann Social Impact

Reports to: Managing Director, Engagement and Market Development, Boann Social Impact

Boann is helping to grow a vibrant social finance sector, characterized by increased institutional and private investment, measurable impact, and a strong focus on social equity outcomes. As one of the Social Finance Fund wholesalers, we invest in solutions that bring positive impact, while nurturing a strong social finance marketplace where financial, social and environmental sustainability go hand-in-hand.

OVERVIEW

Under the supervision and guidance of the Managing Director, Engagement and Market Development, the Engagement and Market Development Manager will:

- work with external consultants on the design, development and implementation of digital spaces for the social finance marketplace,
- manage multiple social finance intermediary development projects, and
- support strategic fund initiatives.

The ideal candidate will have significant (at least 5 years) experience in social finance and project management, with a strong understanding of impact-driven funds and the development of financial instruments tailored to underserved markets.

RESPONSIBILITIES

- With the oversight of the Managing Director, work with, report on and lead the progress of external consultants in the development of a

Digital Information Space for the Social Finance Marketplace (SFF Portal aka the Social Finance Hub):

- **Project Management:** Support with, lead and report progress on the design, development and implementation of a digital space that facilitates access to information about the Social Finance Fund (SFF), ensuring it meets the needs of social finance intermediaries and aligns with regulatory and government requirements.
- **Implementation:** Collaborate with web developers and content creators to launch and maintain the portal. Develop marketing strategies to increase traffic and engagement with the digital platform.
- **Support the Development of Social Finance Intermediaries:**
 - **Project Oversight:** Manage and support the development and progress of various social finance intermediary development projects in preparing them for investment readiness and due diligence, including but not limited to supporting business plan development, fund model design, and meeting key data room requirements.
 - **Financial Solutions Design:** Collaborate on the design of blended finance structures that support the growth of intermediaries, particularly with regards to first-loss capital, repayable investments, and operational expense funding.
 - **Stakeholder Engagement:** Engage with key stakeholders, including partners that represent and/or work to advance diverse peoples, Foundations, and social finance investors, to advance funding pipelines and drive investment into these initiatives.
- **Drive Strategic Ecosystem Initiatives:**
 - **Fund Development Support:** Research existing and potential strategic initiatives aimed at supporting intermediary development and professionalization. When applicable, contribute to strategic initiatives that work to serve the greater social finance marketplace and Boann's mandate.

- Organizational Alignment: Participate in team meetings to ensure strategic alignment across Boann activities and investments and provide support and input on fund delivery.
- **Future Opportunities and Expansion:**
 - Explore and develop new initiatives within the social finance ecosystem, that align with Boann’s strategic objectives and impact themes/verticals.
 - Work closely with colleagues, Boann leadership and partners to identify and capitalize on emerging opportunities in the social finance space.

SKILLS AND QUALIFICATIONS

- Proven experience in social finance, fund development, or impact investing.
- Strong project management skills with experience leading and working collaboratively on multi-phase projects involving digital platform development and financial solution design.
- Knowledge of social finance intermediaries and social finance marketplace development, particularly in sectors like affordable housing, the Indigenous economy, and community-driven finance.
- Excellent stakeholder engagement and relationship management abilities, with a history of working with equity deserving groups, foundations, trusts, and other financial institutions/investors.
- Ability to navigate complex financial models, particularly related to blended finance and impact-first investment structures.

EMPLOYMENT DETAILS

- Position Type: Full-time, permanent
- Location: Remote, with occasional travel as required. Boann has offices in Toronto and Vancouver that can be accessed.
- A company-paid comprehensive benefits package.
- An excellent wellness allowance.

- Opportunity to work with a passionate team of leaders in the impact investing space and contribute to work that makes a meaningful, positive impact in communities and society at large.
- Professional development opportunities and a supportive work environment that values creativity and innovation.

INCLUSION AT BOANN

Boann's mandate centres underserved and equity-deserving populations, regions and sectors, and we actively strive to have a team that not only reflects, but honours and learns from the diversity of communities that call Canada home. Representatives of equity-deserving groups are encouraged to apply.

If you require accommodation during the recruitment and selection process, we encourage you to let us know.

HOW TO APPLY

If this opportunity sounds like you, please forward your resume and cover letter to: Shirley Murray at shirley@smurrayassociates.com. Or, if you know of others for whom this position would be appropriate, we would appreciate your notifying them of this opportunity.

We greatly appreciate your interest in this position. However, only those applicants under consideration will be contacted.

ABOUT BOANN

Boann launched in 2023 to support the growth of social finance and social impact investment in Canada. We are one of three wholesalers appointed by the Government of Canada to invest a portion of the \$755 million Social Finance Fund. A partnership between the Table of Impact Investment Practitioners (TIIP) and Community Impact Investing LP, we are backed by an initial \$154 million contribution from the SFF. Learn more at boann.ca.