

Impact Experience Institute Product Manager and Product Developer Job Description

Role: Impact Experience Institute Product Manager and Product Developer Job

Description

Type: Mid Career

Location: Ideally San Francisco Bay Area, CA

Compensation: Commensurate with experience

Application deadline:* Applications will be reviewed on a rolling basis)



About Us

Impact Experience (IE) builds lasting relationships between investors, philanthropists, innovators, entrepreneurs and community leaders — linking vision with action and directing investment to solve society's greatest challenges. By invitation, they go into some of the most disadvantaged communities to facilitate convenings designed to generate trust, enhance strategy and accelerate transformation. Their goal is that together we can ensure every community has the access, relationships, and resources they need to reach their full potential and contribute to a more inclusive, sustainable, and prosperous world. They have a particular focus on implicit bias and increasing proximity to provide more context in the process of engaging in marginalized communities. Impact Experience is led by Jenna Nicholas who has a background working with leading impact investors and foundations through her work with the Calvert Funds, the World Bank and building a coalition of foundations divesting from fossil fuels and investing in new economy solutions.

Summary of the Role

This is a special opportunity for a mid-career individual with an interest in impact investing and community-based change.

The Impact Experience Institute Product Manager/Product Developer will play a pivotal role in shaping the growth and impact of our fast-growing, impact-oriented organization dedicated to the promise of a more equitable, sustainable, and prosperous world. Candidates should have a strong interest in the impact investing industry and a passion for building innovative solutions that create both financial value and meaningful social and environmental impact. The ideal candidate works autonomously to cultivate leads, structure partnerships and research and design Impact Experience programming.

Impact Experience has partnered with lead impact funders – both investors and philanthropists - and community leaders. This role provides the opportunity to spark critical dialogue and co-creation of solutions that bring hope and opportunity to issues, places, and people that have historically been overlooked. You will have the opportunity to work directly with the CEO, Advisory Board and Partners of Impact Experience.

Candidates will ideally be located in the SF Bay Area.

Responsibilities:

The individual in this role must be comfortable working in a fast-paced, changing environment, executing quickly on a range of responsibilities. The ideal candidate has a curious, optimistic and compassionate mindset, an entrepreneurial and resourceful approach to problem-solving, a passion for social impact, and a spirit of humility in engaging with all stakeholders.

Specific responsibilities include:

- *Product development:*
 - Developing new products focused on investing in underestimated entrepreneurs and communities
 - Working closely with partner organizations in the development of these new products
- *Product manager:*
 - Managing the ongoing implementation of products over time
- *Business development:*
 - Solicitation of new business opportunities
 - Collaborating with team on strategy for proposals
 - Deepening relationships in network to cultivate new business
 - Performing research and analysis including literature reviews, summaries of findings, participation in expert interviews, etc.
 - Developing client materials including proposals, presentations and reports
- *Sales Process Management:*
 - Building, closing and managing a pipeline of Impact Experience clients and partners
- *General*
 - Working in collaboration with the rest of the team to deliver Impact Experiences
 - Report to the CEO of Impact Experience

Skills and Qualifications:

Functional

- Thrives in entrepreneurial environments
- Global perspective with international work-experience is a plus
- Strong written and verbal communication skills. Ability to communicate effectively to all levels of the organization and to the larger community
- Sales and business development experience

- Strong interpersonal and relationship-building skills
- Knowledge of impact investing, finance, and/or philanthropy preferred
- Some background in diversity, equity and inclusion work preferred
- Demonstrated ability to exercise initiative, sound judgment, and discretion
- Facilitation skills to run Impact Experience or oversee the team who will do so
- Proficiency in MS Office (Word, Excel, PowerPoint)
- Willingness to travel 10-25% of the time
- Comfort working with a (often) virtual team
- Ideally based in/willing to move to the Bay Area
- Candidate would ideally have some consulting experience
- Minimum 5 years of work experience, no maximum - we welcome seasoned professionals too!
- Graduate degree or equivalent experience preferred

Competitive pay commensurate with experience

To apply, please email your resume and cover letter to hello@impact-experience.com