

A photograph of a woman with brown hair tied back, smiling warmly as she holds a young child with blonde hair. The woman is wearing a white lace-trimmed top, and the child is wearing a blue and white striped dress with small red and pink details. The background is softly blurred, suggesting an indoor setting.

JOIN US TO
**MAKE A
DIFFERENCE**

INTRODUCTION

Thank you for taking the time to consider the role of Head of Funding Partnerships within our growing team at Resonance.

The Head of Funding Partnerships plays a critical role in strengthening the social enterprises in our portfolio and works as part of the overall leadership team for our Impact Labs.

We hope that this pack provides an informative overview of what we are looking for in this unique and exciting new position.

WHO WE ARE

Resonance is a social enterprise and FCA authorised investment fund manager that has been “connecting capital to social enterprise” across the UK for over 20 years. We have worked with nearly 150 social enterprises and charities, enabling them to raise capital to grow their impact and make a difference to the communities they service.

Resonance is an accredited social enterprise with the overarching purpose of making investment a force for good and transforming lives through investment. Resonance is half owned by charitable foundations and impact investors and half owned by Resonance directors and employees. Our Vision, Mission and Values are on page six.

WHAT WE DO

As an FCA authorised fund manager Resonance looks after around £350mn of other people’s money investing to enable social enterprises to provide homes and scale solutions for people facing crisis in the heart of communities across the UK. To date our funds have acquired over 1200 homes and backed over 100 social enterprises.

Resonance has won a number of national awards including the Natwest SE100 “Deal of the Decade” and the Housing Heroes “team of the year” from Housing Heroes as well as being named Real Estate Investment firm of the year at UK REIIF 2023.

The Resonance funds deliver risk adjusted returns to investors as well as real and measurable social impact (see our latest annual social impact report on <https://resonance.ltd.uk>.)



HEAD OF FUNDING PARTNERSHIPS

Working Model: Hybrid with an office base in Launceston or Manchester

Salary: £62,000-£65,000 per annum (Band 7)

Hours: Full or part-time, minimum 3 days per week

OVERALL PURPOSE OF THE ROLE

This role will help us to continue our journey and as well as bringing boundless energy to the role, you'll have the ambition to want to learn how our business works, understand our passion and our purpose, and use your drive to ensure that timescales are met. You will be working across the business, reporting to the Chief Executive Officer.

You'll probably be based in our Launceston or Manchester office, but we will consider for the right candidate an option to work from our Bristol or London office (a modest London weighting will be available).

Resonance is committed to being a diverse organisation that is truly representative of the communities we serve. We are an equal opportunities organisation with an inclusive environment where everyone is given a chance to succeed.

HERE'S WHAT YOU'LL DO WITH US - RESPONSIBILITIES

You will lead a team capable of maximising complementary funding opportunities for Resonance's portfolio of social enterprise investees (including ones we consider to be potential investees) across all three of Resonance's impact investment fund areas: Developing Communities, Growing Enterprises and Property (where the "investee" is our housing partners leasing properties from our property funds).

This reflects our learning that there are often funding streams available to our investees which can be complementary to our funds' investment, and where Resonance can play a proactive role in channelling that funding, but that these funding streams are often:

- relevant across multiple fund areas,
- appear and disappear on differing timeframes
- require in many cases a programmatic approach to delivery.

For all these reasons it is therefore more efficient and effective to have a separate function of Funding Partnerships which serves the three impact investment fund areas.

The team will comprise a range of full-time people dedicated to specific programmes (eg our current work on the Youth Investment Fund) and part time / project-based / seconded people from other areas of the business.

The primary funding opportunities are expected to include but not be limited to:

- Grant fund programmes that we deliver (often in partnership with our peers) such as Youth Investment Fund (YIF), Social Enterprise Support Fund (SESF), Access Cost of Living
- Grant fund programmes that we can help our investees access on a repeat / programmatic basis (eg Reach Fund)
- Investment frameworks on behalf of funds managed by third party organisations such as the Energy Resilience Fund or the Recovery Loan Fund
- Innovation programmes set up by Resonance which require grant funding to deploy funding into gaps that enhance the impact of our funds (examples of this are internal Resonance projects called Project Breathe and Project SAVE, which could enhance the impact of our property funds).

Whilst this role does not include taking on social enterprises as clients and 'Deal Arranging' for them, the knowledge that the team has of other funding sources (eg other social venture lending funds etc) will allow us to proactively "sign-post" our investees to suitable funding sources where co-investment / refinancing is needed, even if we do not take on the responsibility and workload for Deal Arranging mandates with them.

Also, for the avoidance of doubt, any sources of funding where our role would be considered by the FCA to be managing an Alternative Investment Fund (AIF) fall outside the remit of this team. In other words, it is not the remit of this team to take on fund management activity for funds being set up by third parties. The rationale for this is that Resonance is focused on delivering its own fund activities through the three existing fund areas we have, and the limited number of funds we run in each, and our focus will remain on scaling these and enhancing their impact.

The responsibility of this team, and in particular the individual(s) leading it, is therefore to have their eyes open to other funding opportunities that would help our portfolio organisations. This is a huge opportunity given the ever changing and fast developing landscape for social enterprise funding, and will require ongoing active research, networking and pursuit of programmatic funding opportunities which fulfil that goal.

We already have a track record in these areas (as listed in the bullets above) but need to ensure we continue to proactively manage our pursuit of these opportunities. In addition, where Resonance is running the programme, we also need to efficiently manage the delivery of that programme and our coordination with relevant stakeholders and delivery partners. The above also implies a close working relationship with all the investment teams across the business to understand funding needs/ opportunities as well as active external engagement with third party funders to spot opportunities for Resonance to add value to our portfolio social enterprises.

Operationally, the role of Head of Funding Partnerships is to

- Seek out funding opportunities and win the mandate for Resonance to deliver third party funding streams, where these align strategically with the needs of our current and/or future investees.
- Organise the team to be focused on delivering well for our social enterprises and professionally and efficiently for the third-party funders.
- Project manage the delivery of funding programmes / projects through to satisfactory conclusions including all compliance and regulatory reporting
- Participate as one of the Impact Labs leadership team reporting directly into the CEO

We expect the team to have a small permanent staff but be agile enough to expand with opportunity using both internal and external resources.

WHAT WE WANT YOU TO BRING TO US – SKILLS & EXPERIENCE

The Head of Funding Partnerships plays a critical role in strengthening the social enterprises in our portfolio and works as part of the overall leadership team for Impact Labs. The ideal candidate will therefore have relevant experience to be able to demonstrate the following competencies:

- A solutions finder; not giving up at the first barrier but able to think creatively to identify and implement investment opportunities even if this requires modifications to the initial proposal
- A team player; working with people inside and outside of the organization to get the job done
- Resilient; capable of maintaining motivation and focus despite setbacks
- Strategic with attention to detail; capable of seeing and communicating the big picture and translate that into specific actions.
- Strong on execution; able to bring together and orchestrate numerous moving pieces and drive things forward in order to get the deal done
- Financially literate but socially motivated; not "in it for themselves" but still highly competent
- Self-starter but capable of bringing people along with them
- Empathetic in seeing the other side of the story and yet also holding people to account

ABOUT YOU

We expect you are someone who is:

- Exceptional at developing partnerships. At least a third of your time will be exploring opportunities with third parties / participating at events / storytelling on appropriate platforms.
- Financially agile – you will need to see each funding stream as a tool in the box of mobilising useful capital into the hands of our social enterprises, understanding how they can work alongside the forms of investment provided by our funds.
- Strong on process – with oversight of multiple projects you will need to decide which ones need dedicated project leads and teams of their own and which could be delivered by Resonance staff from other teams alongside other things they are doing. Key to this will be articulating and ensuring the team follows clear processes.
- Driven to perform, naturally collegiate. You will be judged on the value you add primarily in capital mobilised for social enterprises but also on how you interact with other parts of the business – this is a function that is set up to enhance our existing funds, not compete with them. It will also draw a considerable part of its people power from other teams across the business, which will require a “one team” mindset to be continuously promoted.

ESSENTIAL SKILLS AND EXPERIENCES

- Fully subscribes to Resonance’s vision, mission and values
- Commercial acumen and ability to creatively source funding opportunities suitable for social enterprises
- Experience in the implementation of systems and performance measurement processes
- Excellent verbal and written communication and presentation skills
- Excellent influencing and interpersonal skills; able to adapt to different audiences (e.g. local authorities, funders, social enterprises, technical advisers, commercial partners) to build effective relationships
- Able to prioritise work towards clear goals and performance targets
- Able to work independently and demonstrate initiative and tenacity in seeing tasks or projects through to conclusion
- Thorough and detailed approach to organising work and maintaining accurate records
- Highly professional and ethical approach in representing the company and marketing its products
- Willing to travel within the UK and work with colleagues in multiple locations using appropriate communications technology
- Enthusiasm to work in an entrepreneurial and innovative environment

DESIRABLE SKILLS AND EXPERIENCES:

- Knowledge of, or interest in the social enterprise sector
- Desire to help address social issues through impact investment
- Knowledge and understanding of the regulatory environment in which Resonance operates (eg FCA)
- Other relevant professional qualifications

HERE'S WHAT WE WILL DO FOR YOU - BENEFITS

As well as working for an innovative, growing business with a strong social purpose and lots of variety we offer a competitive remuneration package with benefits including: eye vouchers, paid volunteering days, cycle to work scheme and electric car sacrifice scheme.

We have a flexible working environment with our full-time colleagues working a 9-day fortnight.



WHAT IT FEELS LIKE TO WORK HERE – ENVIRONMENT

Resonance is a growing company, so you'll need to enjoy working in a fast-paced work environment with a friendly and supportive team.

If you have the relevant skills and experience, please send us your CV with a covering letter to tell us:

- Why would you like to work for Resonance?
- How you think you could make a difference in the work we do?
- What skills and experience will you bring to the Resonance team?

APPLICATIONS

Click [HERE](#) to apply



OUR VISION, MISSION AND VALUES

OUR VISION

A world where...

- Capital serves people & communities
- All are empowered to invest in enterprise for positive social impact
- Resources are stewarded for future generations

OUR MISSION

- To connect capital to social enterprises
- To find creative solutions matching transformational enterprises with investors who share their values
- To shift market motivations, aligning commercial returns with social impact

OUR VALUES

- We are a bridge, not an institution
- We believe there is always a solution
- We build trusting and transparent relationships, one investment at a time
- When we strive for mutual profit, all of society benefits