

Analyst | The Community Outcomes Fund

Brooklyn, New York

The Community Outcomes Fund

In communities across the country, COVID-19 has highlighted and exacerbated social challenges and racial inequities. Political momentum to increase economic mobility and equity in marginalized communities has created a historic opportunity for state and local government. To drive lasting results, governments need outcomes-oriented solutions that condition funding on measurable results.

Outcomes Financing – sometimes called Pay for Success – has emerged as a promising way for local governments to fund what works and improve outcomes for disadvantaged communities. The Community Outcomes Fund invests in these next generation public-private partnerships by financing the delivery of high-impact services upfront and receives repayment as the program achieves agreed-upon outcomes. The Fund's investments drive dollars towards evidence-based services that measurably improve economic, social, educational, and health outcomes in low-income communities. Moreover, the Fund's investments increase transparency, improve accountability, and facilitate a meaningful shift in public policy to align funding with priority outcomes in communities.

Job Description

The Analyst for The Community Outcomes Fund will be primarily responsible for supporting our work to develop Outcomes Financing projects with service providers, cities, counties, and states throughout the country. The role will also include responsibilities related to policy and program research, strategic partnership building, investor relations, investment due diligence and underwriting, and external communications.

Responsibilities may include:

- *Project development and management*
 - Assessing qualitative information about human service providers including service delivery operations, performance management functions, and capacity to scale
 - Analyze quantitative information on historical performance of human service programs
 - Actively manage project development through the creation of project plans, documentation of project details, and facilitation of next steps
 - Advance project development and stakeholder knowledge to ensure the project is well-positioned for investment and transition to investment structuring
- *Partnership development*
 - Conduct research on potential partners, including service providers, government agencies, and strategic partners
 - Synthesize findings into clear, concise materials for internal and external audiences
 - Lead the ongoing maintenance of our client relationship management system, including running reports to analyze our sales funnels and identify trends
 - Draft outreach and follow-up communications to existing and potential partners
- *Communications and knowledge sharing*

- Support the development and implementation of our strategy to elevate Maycomb and the Community Outcomes Fund's status as thought leaders in outcomes financing and impact investing
- Draft and post public facing materials for our website, social media accounts, and external publications
- *Market research*
 - Systematically review newsletters, publications, and media to keep abreast of developments in the fields of Impact Investing, Outcomes Financing, Pay for Success, evidence-based policy, workforce development, and early childhood education and care
 - Monitor relevant legislative activity, conferences, and events
 - Develop processes to consolidate and share information with colleagues and partners regularly

Qualifications:

The ideal candidate will possess the following:

- Bachelor's degree in relevant major
- Two or more years of relevant work experience
- Positive attitude and empathetic disposition; drive to do work in service of others
- Excellent organizational and project management skills, including the ability to manage multiple priorities and senior colleagues simultaneously
- Superior PowerPoint slide creation and communications skills, including professional, courteous writing
- Ability to travel as needed for business development, project development, and preliminary diligence of investment opportunities
- Passion for public sector innovation to improve outcomes in communities
- Keen interest in evidence-based policy, Impact Investing, public-private partnership, workforce development, and/or early childhood education and care
- Commitment to a collegial workplace and the flexibility and drive to thrive in an evolving start-up environment

Benefits

- Competitive benefits
- Salary will be commensurate with experience

To Apply

Please send a copy of your resume and cover letter to The Community Outcomes Fund at hr@maycombcapital.com with the subject line "Analyst – [Your Name]."

Our firm actively seeks out candidates who bring with them a commitment to racial equity and a diverse set of lived experiences.