ACCELERATE IMPACT FUND MANAGER

About Slingshot Memphis
Slingshot Memphis is a poverty-fighting center of influence that’s igniting a movement to revolutionize the way we fight poverty. We are disrupting traditional methods of alleviating poverty by introducing analytical, outcomes-driven approaches.

Unlike business, medicine, and many other sectors that have established, objective processes for measuring outcomes, the poverty-fighting ecosystem simply hasn’t. This makes it nearly impossible to know which programs and services most effectively reduce the social and economic gaps in Memphis.

Slingshot has addressed this by developing a new, standardized methodology to measure poverty-fighting effectiveness. By providing previously unavailable insights about poverty-fighting outcomes, we empower decision makers to allocate financial and other resources toward solutions that produce effective outcomes for those experiencing poverty.

We believe that as our community embraces this new methodology—or “Poverty-Fighting Feedback Loop”—we can measurably reduce poverty and accelerate access to equitable opportunities for all Memphians.

About the Accelerate Impact Fund Manager role
Slingshot seeks a Manager to help drive the development work for its Accelerate Impact Fund. This role will accelerate the movement to revolutionize poverty-fighting by providing an opportunity for individuals, families, businesses, and associations to invest in poverty-fighting efforts that have the evidence of being effective. The Manager is responsible for developing and executing strategies to raise funds from across the community that will be invested in the organizations Slingshot works alongside. 100 percent of the funds raised each year are invested in these organizations based on their poverty-fighting effectiveness. This role will report to the Managing Director of Influence.
Responsibilities

- Develop strategies, with input from the CEO and Managing Director of Influence, that inspire people and organizations to participate in the movement to revolutionize poverty-fighting by investing in Slingshot’s Accelerate Impact Fund
- Perform the necessary activities to execute the strategies and achieve agreed upon goals, such as the number of active investors and the total funds raised
- Identify and attract new individuals, families, organizations, and associations to invest in the Accelerate Impact Fund
- Strengthen relationships with existing investors, helping them understand the importance of their engagement, to motivate them to continue to invest and consider allocating a larger share of their philanthropy
- Help build and enhance Slingshot’s development infrastructure and tools, including the investor database, investor analytics, reporting mechanisms, etc.

Qualifications

- Personal interest in alleviating poverty, innovating new solutions, and building equity
- Strong self-awareness and desire to receive feedback and continually improve
- Exceptional relationship management skills that incorporate advanced emotional intelligence, empathy, and the ability to work with diverse personalities
- Effective collaboration skills and the ability to work well with a team
- Self-directed with exceptional organizational skills and excellent attention to detail
- Track record of successfully executing sales or fundraising strategies and initiatives
- Experience with CRMs (preferably Salesforce) and sales/fundraising analytics
- Relevant undergraduate degree and/or 5+ years of applicable work experience

Salary

Minimum salary of at least $70,000 with up to a 10% performance bonus along with healthcare benefits and a 401k match. Starting salary scales with experience and education.

Application

To apply, send your resume and a brief statement of interest to Jared Barnett at careers@slingshotmemphis.org with Accelerate Impact Fund Manager in the subject line. Your statement of interest should describe why you are interested in working with Slingshot and how your skills and experience fit with the responsibilities for the role, including how you have developed and executed successful sales or fundraising strategies. Slingshot will follow up with selected applicants to schedule an interview, at which time professional and personal references will be requested. Slingshot is an equal opportunity employer.