



# Appointment of Executive Director

July 2024  
RBQGA

Investing to solve  
global challenges,  
together

Saxton Bampfylde



# Greater Share combines philanthropy, private equity, and NGOs to generate systemic impact.

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# Welcome

Thank you for your interest in Greater Share. We are looking for an exceptional, multi-talented individual to join us as we develop our impact at the intersection of investment and philanthropy.

It has been eye opening to appreciate exactly how much time and energy charity CEOs spend on fundraising detracting them from their core activity of delivering solutions to the tough problems that they seek to solve.

Greater Share was created to focus on this problem and create incremental flows of philanthropy, delivered over the long term as unrestricted funding to a carefully selected portfolio of high impact charities.

It has been the creation of a coalition of committed Private Equity firms, Consulting Firms, Legal firms and many others that came together to imagine, develop and deliver Greater Share. We have now raised \$50m for our first fund focused on Education. Funding to the charities has already begun and our objective of helping NGO's focus on their mission and spending less time worrying about funding is beginning to come to life.

We think we can do more, and we are looking for the right person to join us to support in doing so.

If you are excited about innovative ways of working, curious about deepening impact and using profit for purpose and you are a self-starter we would love to hear from you. In this pack we've included more about who we are and who we need to join us

We look forward to hearing from you.



**Paul Fletcher**  
**Chair, Greater Share.**

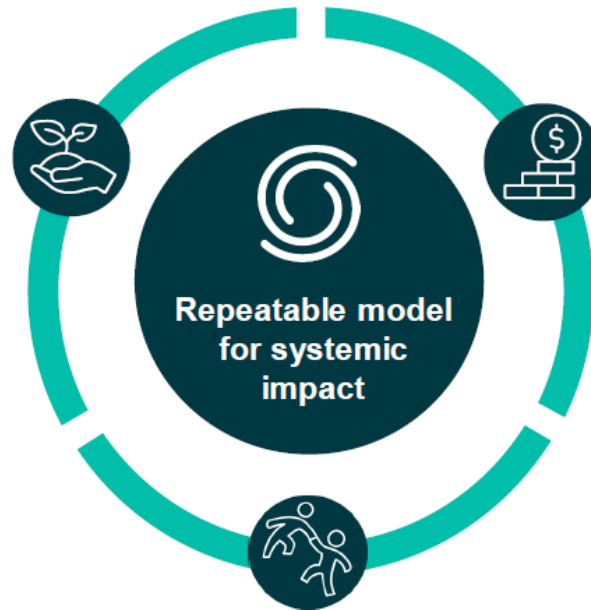


# What is Greater Share

## What we do

Our innovative philanthropic model will provide our selected NGOs with long-term, recurring funding through vetted investment partners, helping the NGOs to achieve their missions to change the world for the better.

Individuals invest in top-tier private equity funds<sup>1</sup> through Greater Share, thereby generating long-term funding for NGOs, while also expecting a financial return<sup>2,3</sup>



Top-tier private equity firms amplify investor contributions by donating 100% of fees and carry on every dollar invested by Greater Share into their funds<sup>1</sup>

Rigorously selected NGOs receive long-term unrestricted funding, as well as pro-bono support

Greater Share's first fund (and first portfolio of NGOs) is focused on Education, but we aim to repeat this model across different sectors

### Appointment of Executive Director

1) Greater Share is in discussions with these private equity funds regarding their proposed participation in Greater Share but there can be no assurances that the Fund will ultimately invest in any of these private equity funds | 2) Capital at risk, no guarantee of returns. 3) Past performance does not indicate future performance. There can be no assurance that comparable results to any past performance presented herein will be achieved or that it will be possible to achieve the investment strategy or achieve the investment objective

# Our Theory of Change

Greater Share's first fund is supporting systemic change in education, we will empower different types of educators surrounding a child, promoting "child centric" education models.



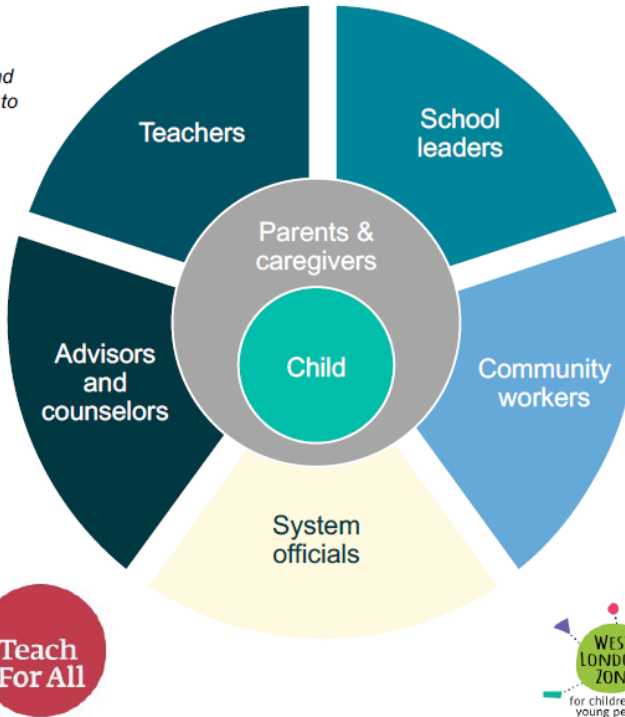
aeioTU provides trainings for early childhood **teachers** and **parents** of young children and offers a system of support to early childhood center **leaders**. They also work with **government officials** to expand access to care



Kaivalya conducts trainings and offers coaching and support to **teachers, school leaders, and school district officials**. They also partner with **grassroots organizations** to engage disenfranchised communities (e.g., tribal populations)



LEyF runs a training academy for early childhood **teachers** and **school leaders**, as well as numerous workshops and support for **parents**. LEyF also engages **community workers** to tailor their care to local needs



CAMFED brings **community workers** into schools to serve as **advisors** to young girls. These mentors support **teachers** and **parents** in bridging the gap between home and school. CAMFED also engages **system officials** and **school leaders** to tailor their programs to local contexts



KIPP provides professional development for **teachers, school leaders, and advisors** within their schools. They also partner with **community workers** to provide health services at their schools, and engage **parents** as key contributors to classroom environments



The NISS partners with **university leaders** to build the capacity of their **advisors, counselors** and other support staff. They also partner with **government officials** in the Department of Education to promote their research findings



West London Zone works with **school leaders, teachers, and parents** to design personalized educational plans that engage **community workers** and **advisors** to support at-risk youth. They also partner with **system officials** in community organizing efforts



Teach For All provides training for their network **teachers**, and partners with **school leaders** and **advisors** to support them in the field. They also influence **systems officials** and **community organizations** through their alumni, who occupy influential positions in the education sector



**Legend**

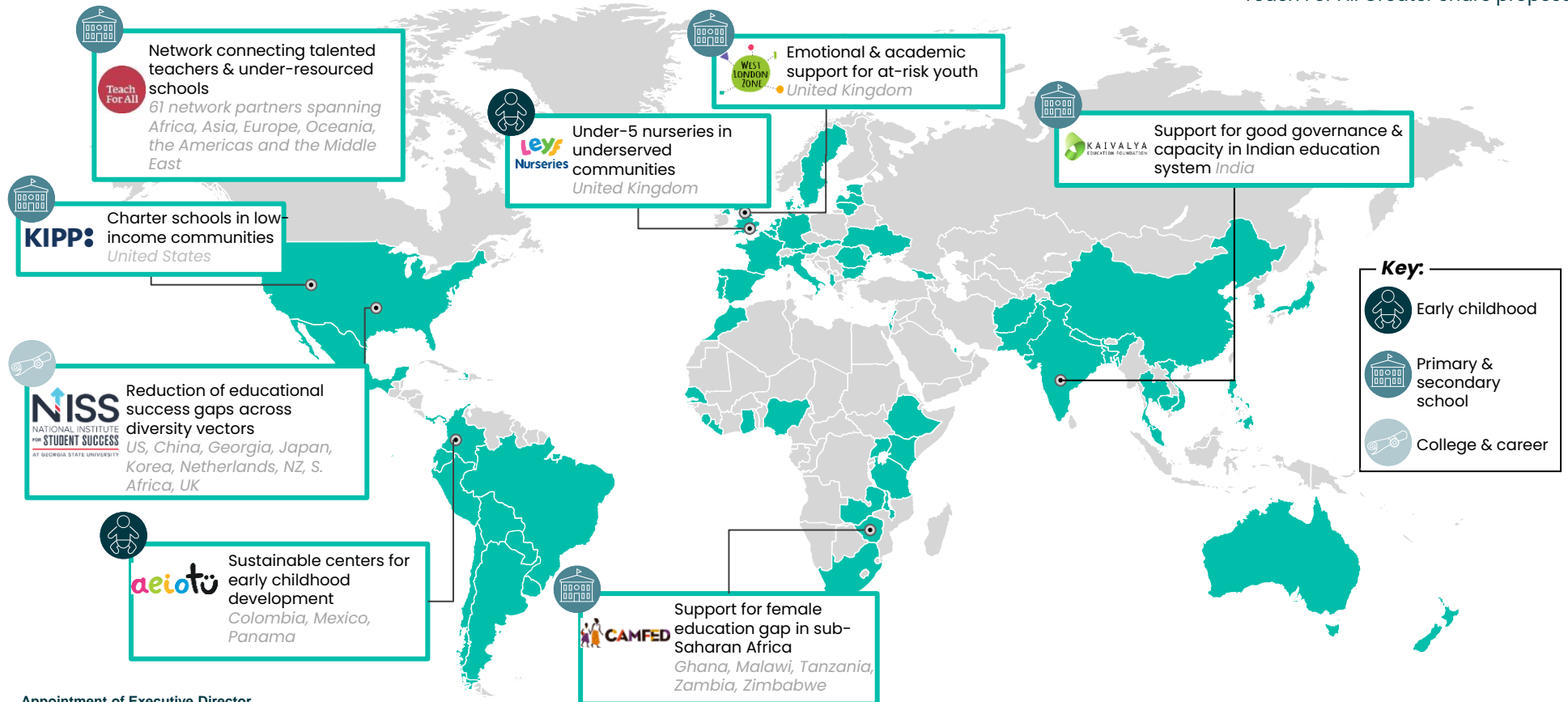
<input checked="" type="checkbox"/> Teachers	<input checked="" type="checkbox"/> System officials
<input checked="" type="checkbox"/> School leaders	<input checked="" type="checkbox"/> Advisors
<input checked="" type="checkbox"/> Community orgs	<input checked="" type="checkbox"/> Parents

# Our Partner NGOs

Our portfolio has a footprint that spans the globe and spans educational, stages, enabling knowledge-sharing across borders and contexts

*"We deeply believe that we're much stronger when we're **collaborating with and learning from other organizations, globally and across borders.**"*

Teach For All Greater Share proposal



# Our values

**We are committed to proactively managing and engaging with all environmental, social and governance considerations that affect our community. This includes our own organisation and those we partner with, as well as the NGOs we seek to fund. We aspire to hold ourselves to the highest standards in the key areas that reflect Greater Share's values and the way we invest.**

## **Inclusivity.**

Greater Share will foster an inclusive, open working environment that encourages diversity of thought and collaboration. Greater Share aims to provide equal opportunity to all and be a responsible employer that appreciates the importance of progression, recognition and wellbeing.

## **Integrity.**

As a philanthropic organisation, Greater Share will always act ethically with the highest degree of professionalism and will abide by robust governance structures with expert oversight, led by Greater Share's Board, Education Committee and Investment Committee.

## **Sustainability.**

Greater Share will adopt a long-term mindset that will serve to ensure we are able to support and provide sustained funding for NGOs and charities for many years to come. We also aspire to operate a carbon-neutral organisation with environmental impact front of mind, avoiding unnecessary travel, reducing emissions and always seeking to buy from sustainable sources.

## **Responsible Investing.**

Greater Share will seek to partner with investment firms that promote responsible investment, and who share our objective of long-term value creation for all stakeholders. Greater Share will engage with firms that are committed to systematically integrating ESG considerations into their investment processes, while maintaining discretion over the scope of our participation in each underlying portfolio.



# The Team

We are led by an independent board and two expert committees who steer Greater Share's Funds, the first of which is focused on Education.

## Independent Board

### (GS Foundation)

Sets mission and guidance for Greater Share with final approval on selected NGOs & PE funds



**Paul Fletcher**  
Former Senior Partner, Actis  
**Chair**



**Jason Glover**  
London Managing Partner, Simpson Thacher  
**Board**



**Graham Elton**  
Chairman EMEA PE Practice, Bain  
**Board and IC Chair**



**Liesbet Steer**  
President & CEO, Education Development Center  
**Board and EC Chair**

## Executive Team

Delivers Greater Share's mission and oversees day-to-day operations, supported by finance and comms resource



**\*\* Executive Director \*\***

## Investment Committee

Carefully select and monitor top performing funds



**Graham Elton**  
**IC Chair** Chairman EMEA PE Practice, Bain



**Andrew Sealey**  
CEO, Campbell Lutyens



**Hugh MacArthur**  
Global Head of PE Practice, Bain



**Jane Rowe**  
Vice Chair of Investments, Ontario Teachers Pension Plan



**Jim Strang**  
Chairman EMEA, Hamilton Lane



**Kathleen Bacon**  
Senior Advisor, HarbourVest Partners

## Education Committee

Conscientiously select and monitor high-impact NGOs for the fund to support



**Liesbet Steer**  
**EC Chair** Senior Advisor, Rockefeller Foundation & Systemiq



**Asmaa Al-Fadala**  
Research Director, WISE



**Kwame Akyeampong**  
Professor of International Education, Uni. of Sussex



**Luis E. García de Brigard**  
Founder / MP, Appian Education Ventures



**Debasish Mitter**  
Advisor, Michael & Susan Dell Foundation



**Ed Vainker**  
CEO, Reach Foundation



**Theo Sowa**  
Former CEO, African Women's Dev. Fund, Education Commissioner



**Vicki Phillips**  
Executive VP and Chief Education Officer, National Geographic Society



**Keri Larkin**  
Partner, Bain



**“We are past the proof of concept stage, this role is about building on our success to date so we are resilient internally and delivering impact for our funders and beneficiaries.”**



# The purpose of the role

Over the last three years we have been working to develop this innovative and exciting new way of providing long term unrestricted funding to high-impact NGOs. Today we are working across the world of education, we are looking to build on that success and expand our work to other key social issues that need solutions at scale.

For us to achieve this aim we need a creative, nimble leader. Someone who is interested in our model, happy to roll up your sleeves and equally comfortable thinking strategy.

You will play a leadership role in developing Greater Share. Working closely with the Board, and with support in finance and comms, you will lead on the day-to-day operations of Greater Share so we transition successfully from a start up to a grown up. You will be comfortable with the language of returns and understand the principles of impact.

You will manage relationships with our investors ensuring that they benefit fully from our work. You will lead the relationships with our partner NGOs supporting them to deliver the outcomes they have committed to and you will manage the relationships with our general partners ensuring their needs are met. You will ensure that those who are part of the Greater Share ecosystem are aware of our progress and continue to champion and support us. As part of your role, you will be involved in raising new funds for the organisation.

This is a wide ranging and varied role that will stretch and develop you but with the support of the Board will allow you to work at the front end of innovative social finance whilst enabling NGOS that do great work to do even more with the promise of unrestricted funding.



# Main Activities & Responsibilities

## Stakeholder management and Communications

- Responsible for managing relationships with all current investors and general partners
- Lead NGO communications, including related to grants administration and management/reporting
- Responsible for managing relationships with education NGOs and liaising with the Education Committee
- Manage relationships with pro bono service providers responsible for executing projects related to legal, communications, and other strategic services. Set operational strategies and scopes for services.

## Strategy and Organisational Development

- Work closely with the Board to ensure that there is a long-term strategy in place for Greater Share a
- With Board agreement look at how that strategy needs to be operationalised including funding, resourcing and partnerships

## Fundraising + Investor Relations

- Develop and manage the fundraising pipeline and weekly fundraising meetings
- Facilitate onboarding of new investors, in coordination with legal and fund administrator
- Lead select prospective investor calls
- Respond to ad-hoc investor information requests
- Oversee the work of the contracted CFO to ensure smooth delivery of cash flow projections and other projects related to finance and fund management

## Governance and Operational Management

- Manage all corporate governance functions, including scheduling and preparing meeting materials, for the Greater Share Foundation Board, Greater Share Investment Committee, Greater Share Fund Board (together with Apex), and Greater Share AIFM (together with FundRock)
- Together with counsel, develop and ensure compliance with corporate policies
- Monitor and manage contracts
- Administer human resources functions

# Terms of appointment

The role is flexible and we would welcome both full time and part time applications.

Hours and location are flexible, though there will be regular meetings in London with key stakeholders.

Salary is competitive and will be commensurate with experience.

Holiday entitlement is flexible and will be agreed with the Chair (in addition to English Bank holidays).

## **Process**

Interviews will take place in London in late August/ early September, with the Board of Greater Share.

## **Due diligence**

Due diligence will be carried out as part of the application process, which may include searches carried out via internet search engines and any public social media accounts.



# How to apply

**Saxton Bampfylde Ltd is acting as an employment agency advisor to Greater Share on this appointment.**

Candidates should apply for this role through our website at [www.saxbam.com/appointments](http://www.saxbam.com/appointments) using code **RBQGA**.

Click on the 'apply' button and follow the instructions to upload a CV and cover letter and complete the online equal opportunities monitoring\* form.

The closing date for applications is noon on **Wednesday 31 July 2024**

\* The equal opportunities monitoring online form will not be shared with anyone involved in assessing your application. Please complete as part of the application process.

## **GDPR personal data notice**

According to GDPR guidelines, we are only able to process your Sensitive Personal Data (racial or ethnic origin, political opinions, religious or philosophical beliefs, trade union membership, genetic data, biometric data, health, sex life, or sexual orientation) with your express consent. You will be asked to complete a consent form when you apply and please do not include any Sensitive Personal Data within your CV (although this can be included in your covering letter if you wish to do so), remembering also not to include contact details for referees without their prior agreement.

Saxton Bampfylde





[www.greatershare.com](http://www.greatershare.com)