

# *Venture Philanthropy Senior Associate*

The role is based in Brussels  
Telos Impact

**Telos Impact is a leading** Brussels and Paris based **Venture Philanthropy and Impact Investing advisory firm**. We want to **maximize the positive impact of our clients** (entrepreneurs, families, or companies) through a tailor-made approach, the excellence of our team and a unique network. Our goal is to deploy EUR 1 billion in impact capital by 2030, and we have already deployed EUR 200 million so far. We aim to put Philanthropy and Impact Investing on the map – and make it mainstream. Venture philanthropy applies most of the same principles of venture capital funding - it supports innovative/growing/scaling non-for-profit projects in their journey towards impact and systemic change. Support takes the form of donations but also through expertise and coaching.

**As a growing company, we are looking for top talent to join our Venture Philanthropy team.**

## WHAT YOU WILL DO

As Venture Philanthropy Senior Advisor, you will:

- Create privileged contact with the various Belgian clients, establish a relationship of trust with them, support them in their desire for impact and or systemic change.
- Oversee several clients, in close collaboration with associates and managers and with the strategic and technical support from the broader Telos impact Team.
- Create deliverables which have a high quality of analysis.
- Bring your insights on an impact domain you are personally interested in.
- Support younger teams to help them develop their potential.
- Play a key role in ensuring the values, and the culture of Telos Impact, are lived by daily.

Your support to the team will contribute to delivering the full spectrum of Telos Impact's philanthropy activities, involving supporting team members in:

- Defining an impact strategy: help clients to develop an ambitious and realistic impact goal, translate the goal into a concrete strategy and roadmap, based on a thorough analysis of the impact domain (e.g., education, biodiversity, employment, poverty, climate change, social exclusion) and international best practices.
- Sourcing and screening non-for-profit projects within the scope of impact of the clients: develop a strategic overview of the sector and a deal-flow of investable projects; manage due diligences of potential investments, background checks, research on the field, ...
- Following up closely with the supported non-profits to ensure the impact delivery: establish partnership agreements with clear impact targets; accompany the beneficiary in its impact delivery; monitor the progress and report back to the client, ...

You will, furthermore, develop an expertise by participating to events & conferences, build an expert network, and get adequate upskilling. As a member of the Telos Impact team, you will also contribute to managing and growing client relationships, promote Telos Impact in the social impact eco-system,

build out our partner & advisor network, etc. Working in a growing business environment, your list of responsibilities could be endless and will be in large part up to you.

## WHAT WE NEED FROM YOU

- Between three to four years of **professional experience**;
- **Excellent written and oral communication** in French. English and Dutch is a plus.
- **Self-starting**, problem solving and creative mindset;
- **Open and critical mindset**; ability to analyze and synthesize;
- Ability to drive forward **multiple client projects** in parallel (together with a senior colleague);
- **Rigorous**, punctual, precise, and meticulous - both in your own organization and in your deliverables;
- A deep **sense of empathy**, social & communication skills, and an ability to foster trust in relationships;
- **Alignment with our values**: joy, impact, excellence, and independence;
- Demonstrated interest and **experience in social and/or environmental impact** is a plus.

## WHAT WE OFFER

- **Work at the top level of Venture Philanthropy**, close to its latest innovations and best-practices.
- Work in close collaboration with foundations, families and entrepreneurs that have both the capacity and the ambition to have a systemic, scalable positive impact on our world.
- **Intrapreneurial adventure**.
- **Access to leading social impact networks**; on-going training and day-to-day coaching from people experienced in Business and Public / Social Impact sector.
- Fun and caring team that is highly regarded in the Impact space in Western-Europe.
- Competitive compensation based on your experience.

**Our strength lies in our differences – we want our workplace to be inclusive and are committed to building a team with diversity of identity, experience and thought. If you work for us, we'd like you to feel you can be yourself and achieve your full potential.**

## HOW TO APPLY

- Send your CV and a short motivation letter **by January 4<sup>th</sup>**, to [jobs@telosimpact.com](mailto:jobs@telosimpact.com) with **'VP SAS BE'** as reference
- More information? Check our website: [www.telosimpact.com](http://www.telosimpact.com).