

Head of Investment Banking

This is a permanent, full-time position based in ClearlySo's London office.

ClearlySo is Europe's leading impact investment bank. We work exclusively with entrepreneurs and funds delivering attractive financial returns as well as positive social and/or environmental impact, providing them with corporate finance advice and assisting them in raising investment capital.

ClearlySo has advised 100+ clients raising well over £100m of investment, from a broad network of individual and institutional investors, to help them scale their business. The past year has seen significant milestones including Octopus Ventures becoming our largest institutional investor, moving into upgraded office premises, a surge in impact fund mandates, and being named 'Business Consultancy of the Year' at the British Small Business Awards.

You can read more about the work we do and the clients we work with at our website: [ClearlySo.com](https://clearlyso.com).

The Role

This is a unique opportunity for an ambitious senior investment professional to take on a new challenge, growing Europe's leading impact investment bank from a strong platform.

The new Head of Investment Banking will manage ClearlySo's investment banking division, actively leading deals and providing guidance to the team on others. We expect the candidate to source and work with some of the leading impactful businesses, charities and funds in the UK (and increasingly Europe). They will continually improve the quality of service we provide to our clients, deepen relationships with our network of investors, and advise on and develop innovative investment structures that enable our clients to increase both their financial success and their positive impact. The candidate will work closely with the CEO and the rest of the senior leadership team to define ClearlySo's strategy, building on our success to date, and they will develop our talented investment banking team.

Key Activities

- Oversee all activities of the investment banking division, ensuring the execution of quality capital-raising and advisory services to a wide range of clients
- As Deal Lead on specific mandates, manage the deal process from origination stage, through due diligence, advisory, negotiation & execution
- Proactively build a strong pipeline of new clients and opportunities
- Coach & develop ClearlySo's talented and dedicated investment banking team, including those involved in deal execution as well as sales and distribution
- Lead preparation and delivery of the investment banking division's budget and targets
- As a member of the Senior Leadership Team, contribute significantly to ClearlySo's overall strategy and business development

Must-haves:

- Significant experience in leadership roles in investment banking, corporate finance, or private equity
- A strong track record of structuring and executing successful transactions
- Enthusiasm for working in a small, entrepreneurial company
- Outstanding leadership qualities with previous team management experience

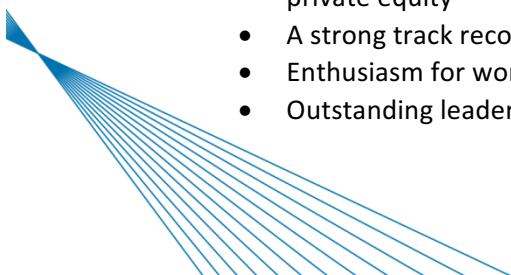
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- A demonstrated ability to source new clients and build strong relationships
- A commitment to a better financial system, where the impact of investments is considered alongside risk and return

Nice-to-haves:

- Strong skill set in debt-related structures or in structured finance
- Deep experience in an additional area in which ClearlySo sees potential growth (e. g. fund advisory)
- Experience in working with SMEs
- Experience within impact investing; knowledge of current trends and regulations, and existing relationships with key players

What we offer:

- A leading and high-profile role at a market-leading organisation within the fast-growing field of impact investment
- A salary at the higher end of the impact investing sector; stock options; bonuses based upon firm-wide performance
- The opportunity to work alongside highly-motivated and diverse team with a strong commitment to achieving our mission
- A pleasant, collaborative and dynamic place of work

How to apply:

To apply, please email Tamsin Chislett on tamsin.chislett@clearlyso.com with your CV and a brief letter telling us why you are a great fit for the role.

ClearlySo is an Equal Opportunities employer.

Applicants must have an appropriate visa to work in the UK.

We will hire as soon as we find the right candidate, so please don't hesitate to get in touch.

