



## Sporting Capital

### Job Description – Investment Manager

#### Role highlights

- Exciting opportunity to join growing employee owned social enterprise focused on maximising the positive impact of sport on individuals and communities.
- Chance to learn about social investment and be a key part of its developing application to sports clubs and sport for development charities and social enterprises.
- Would suit an entrepreneurial individual who can fit in to a high performing team with diverse but complementary backgrounds and wants to drive their career forward in an emerging field.

#### About Sporting Assets

Sporting Assets is an employee owned social enterprise that helps develop sustainable sports enterprises by assisting them take ownership of facilities, develop new ones, and create or diversify their revenue streams. We offer a wide range of bespoke advisory services to benefit and support sporting communities, sports governing bodies and Local Authorities.

Established in 2013, Sporting Assets puts sport at the centre of improving outcomes for communities by helping our clients to create social cohesion, increase sports participation, create jobs, and improve health and well-being; whilst enhancing their wider social impact and financial sustainability.

We have a team of experienced professionals, who all excel in their given fields and innovate to meet changing trends in Government policies, Local Authority budgets, and sources of finance. Sporting Assets was established to help accelerate the development of the Sport for Social Impact sector:

- We are helping to improve the sustainability of the Community Sports Club (CSC) market in the UK and enhancing the Community Sports Business (CSB) and Sport for Social Impact sectors.
- We offer long term, secure and professional solutions for Local Authorities seeking to implement Community Asset Transfers (CATs).
- We seek to improve community cohesion through fostering collaborations and bringing together stakeholders around a core project or facility.
- We help deliver improved health and wellbeing, as well as protecting green spaces and securing the local environment by supporting our clients to deliver projects associated with these outcomes.
- We help our clients create jobs, training opportunities and improve the lives of the disadvantaged, young people, and older people through the projects we undertake.

We believe that by creating sustainable sporting facilities in community hands, we protect and embed the impact that engagement in sports creates for the local community. On top of this, these valuable assets can be used to deliver other services, act as a platform to develop other community enterprises, and provides a foundation for connected and sustainable communities. More information and examples of our work can be found at our website; [www.sportingassets.co.uk](http://www.sportingassets.co.uk)



## **Sporting Capital – the Community Sports Business Catalyst Fund**

In summer 2017 SA will launch the Sporting Capital Fund, a £3m loan fund for the community sports business sector.

With an average target investment of £100,000 per investee project, Sporting Capital will be able to help fund c. 30 CSCs to develop these into sustainable CSBs over a three-year period and likely take ownership of their facilities as part of the project.

With a typical project requiring between £400,000 and £1.5m where a facility is involved, Sporting Capital would separate the facility need (the vast majority) from the sport for social impact business need (typically £50,000 - £150,000) and seek to provide this funding in the form of a simple loan to Community Sports Clubs. The support would mobilise the trading activities envisioned by their business plans, to present a robust plan for the sustainable development of their organisation and potentially the long term ownership and protection of their facilities.

### **The Role**

The Investment Manager will be expected to work with Sporting Assets' Board of Directors in:

- Marketing the Fund to prospective investee partners and organisations that might identify and introduce investment opportunities;
- Screening of prospective investment opportunities and detailed assessment of selected prospective investment opportunities;
- Managing due diligence investigation into prospective investment opportunities;
- Preparing investment proposals to be reviewed by the Fund's investment committee
- Structuring and executing transactions;
- Overseeing the performance of investments made by the Fund, including where relevant attending board meetings;
- Reporting to the Fund on the performance of underlying investments;
- Active managing of underperforming investments; and
- Managing the Fund's Investment Analyst.

The Investment Manager will also work alongside Sporting Asset's advisory team who will be responsible for working with social ventures in sport at an early stage to develop investable projects.

Should Sporting Capital be successful, the right candidate will have the opportunity to progress to Investment Director and may join the Board of Sporting Assets

### **Skills and Experience**

We are looking for an Investment Manager with a combination of excellent financial and commercial skills, the ability to develop partnerships with social ventures and the sports and public sectors, and a strong commitment to improving the social impact delivered from sport. The right candidate will demonstrate many of the following skills and experience.

- The ability to assess strategic opportunities for investment in sport for social impact – the analytical skills to understand complex community challenges, changing local needs and commissioning landscapes, the wider



sports sector strategies and funding mechanisms, and options for revenue generation and service delivery from sporting facilities;

- Strong financial and commercial skills, including the ability to undertake rigorous financial due diligence, assess business plans and wider market information, lead the development of financial modelling and other elements of an investment process and make recommendations to the Investment Committee; we expect that the Investment Manager/ Director will have had prior commercial, investment or other relevant financial experience particularly in making loans of a size and to potential investees similar to those expected to be made by the Fund;
- Leadership and negotiation skills, in particular the ability to engage with local communities, public sector commissioners and social ventures to help develop the partnerships required to deliver new services, including contractual negotiations where appropriate;
- Investee relationships skills, such as the ability to play a significant role in managing the Fund portfolio and leading the management of specific investments, including engaging with investee companies (such as sitting on Boards);
- An entrepreneurial mind-set; being someone who welcomes the challenge of helping to create and develop a new fund that intends to be at the forefront of a developing social investment market; and
- A demonstrable interest in improving the sport for social impact sector, supporting social enterprises and developing the social investment market, particularly at a community scale.

Typically, we would expect candidates for the Investment Manager role to have three to five years of relevant investment or lending experience, however we would also consider offering the post to an outstanding Director level candidate who could grow into being part of the senior leadership of Sporting Assets in a relatively short timeframe.

### **Salary and benefits**

- £40,000 - £50,000 per annum with discretionary bonus, plus statutory pension contribution
- 25 days holiday (plus English bank holidays), plus flexible working potential
- Potential to become a shareholder in the future and progress to Director

### **Application**

Interested candidates should send a CV and covering letter detailing their interest in Sporting Assets and relevant experience to: [recruitment@sportingassets.co.uk](mailto:recruitment@sportingassets.co.uk)

Closing date for applications: Friday 28 April 2017

1st Round Interviews w/c 1 and 8 May 2017

2nd Round Interviews w/c 22 and 29 May 2017

***Applicants should be aware Sporting Assets are recruiting for a number of posts and applications will not be accepted by the same individuals for multiple roles.***

