HEAD OF VENTURES

JOB DESCRIPTION

Year Here is a platform for entrepreneurs who want to tackle problems that matter, consisting of a one-year Fellowship and an Accelerator programme offering investment and business support.

Since launching at 10 Downing Street in 2013, we’ve worked with over 250 aspiring social entrepreneurs and launched award-winning social ventures like Appt Health, Migrateful and Chatterbox.

ABOUT THE ROLE

For eight years, we’ve been the birthplace of some of the UK’s most promising social startups. We want to enhance and expand our venture support to make Year Here the UK’s best social startup platform. As our Head of Ventures, it will be your job to bring this ambition to life.

You will spearhead the strategy, business development, partnership management and programme delivery of our venture acceleration work. Building on the success of our incubator programme, you will develop and execute plans to grow this support into a fully-fledged Accelerator – sourcing investment from angel investors, securing high quality business support and market access partnerships.

You’ll also roll up your sleeves and support Year Here Fellows right at the start of their entrepreneurial journeys in the latter stages of the Fellowship, helping them to form teams and develop their early-stage ideas.

This is a new role. It will be dynamic, highly varied and is bound to stretch you in new directions. This is an opportunity to join a team that has big ambitions for the future of social business, and a solid platform to realise them.

The Head of Ventures will be line managed by the Fellowship Director and will report to the CEO on the development of the Accelerator.

This is a London-based role. We are open to full-time or 4 days per week.

The deadline for applications is Sunday 16th May.
YOUR RESPONSIBILITIES

Some of the big challenges we want you to take on are to:

Build the best possible social startup platform in the country
As the strategic lead for our ventures work, you will be in charge of designing and delivering our venture incubation activity. We will expect you to bring in investment so our ventures have the seed capital they need. You’ll take on the management of our Accelerator partners (including BNY Mellon, NatWest, BCG and DLA Piper) and nurture these relationships to create the best possible support system for our ventures.

Offer our entrepreneurs shrewd, timely advice and support as they develop their social startup ideas
You’ll support venture teams from ideation on the Fellowship through to launch on the Accelerator – and beyond as they join our community of established social ventures. You’ll deliver 1:1 venture coaching, lead sessions on core topics such as business model design, financial modelling, impact strategy and prototyping methods, and bring in specialist trainers to bolster our in-house expertise where required.

Find and select the UK’s most promising social startups
You’ll identify the highest potential social startups emerging from the Year Here Fellowship and prepare them for the Accelerator. You’ll also work with our marketing team to scout applicants from further afield. You’ll run a rigorous selection process and enable the investment committee to pick the most promising teams.

Lead and develop the Accelerator programme
You’ll design and deliver an outstanding experience for all the Accelerator’s key players, including entrepreneurs, mentors, partners and funders. You’ll ensure the programme meets its objectives, generates meaningful impact and stays on budget. You’ll learn quickly, rapidly adapting the programme for future cohorts.

Run our venture community
You’ll sit at the heart of Year Here’s venture portfolio – 42 ventures and growing – and devise creative ways to maximise their social impact and commercial success. This will include organising portfolio events, facilitating peer-to-peer support, understanding their impact and managing our commercial relationship with them.

Leading a strategic work strand on behalf of the whole programme team
Alongside your core responsibilities, you may take on one of the following:

- Strategic Partnership Management – managing major corporate partnerships that enhance the whole programme.
- Alumni offer management – developing and managing a programme of support for our alumni network.
- Faculty management – recruiting new experts to our 80+ faculty and creating a meaningful and fulfilling experience for our current members.
ABOUT YOU

We’re keen to hear from a range of applicants from diverse professional backgrounds who can demonstrate some, or all, of the following capabilities:

You’re a startup aficionado

You’ve been in a startup environment for some time – investing in ventures, working in fast-growth businesses or perhaps even having started something yourself. You’re inspired by the entrepreneurial spirit and the innovation possibilities of early-stage businesses. You’re well-versed in startup methodologies, finance options and how the industry works.

You have strong commercial acumen

You enjoy scouting and sizing market opportunities, tweaking the variables of a financial model and devising a sales strategy. You can bring your commercial skills and knowledge to bear on building the capacity of founding teams and supporting the development and growth of early-stage ventures. You’re not necessarily an accountant but you’re more than happy in an Excel spreadsheet – building budgets, analysing datasets and getting to grips with key financial terminology and requirements.

You’re organised, analytical and a trusted partner to many.

People know you as a highly-organised professional and it irks you when things aren’t in their right place. You also love nurturing relationships and building trust. You’ll be adept at switching modes – from acting as a critical friend to our entrepreneurs to becoming a trusted partner to one of our investors.

You believe in the power of business for social change

You’re passionate about tackling social issues and how enterprise-driven models can provide innovative solutions where other avenues fall short. You’re familiar with social enterprise and impact investment concepts.

You’re committed to social justice, diversity and inclusion

Your friends have probably all heard your views on social problems like the housing crisis, elderly isolation and social immobility – and you’re always up to date with current affairs. You understand the need to dismantle unjust systems and you are committed to this work. You know that this starts with being engaged in personal work to better understand your part in patriarchy, systemic racism, classism, homophobia, transphobia, ableism and other oppressions.

You’re not afraid of working hard in pursuit of a big vision

You love a challenge and are up for getting behind our vision of a better society. With an entrepreneurial bent, you’re used to achieving a lot with a little. You’re excited by the prospect of joining a fast-moving, ambitious working environment.
COMPENSATION AND BENEFITS

- £40,000 to £45,000 per annum initially, depending on experience.
- Gorgeous, accessible, open plan studio in Hackney, next to London Fields (including Lido), Regent’s Canal and Broadway Market.
- Access to tonnes of events and training sessions delivered by some of the leading lights of the social entrepreneurship world.
- A strong commitment to personal and professional development – with a £500 annual training budget.
- Up to 3% contribution to your pension.
- 25 days’ paid annual leave per year.

TO APPLY

Send your application to James Teasdale on opportunities@yearhere.org with the subject line “[Your Name] / Head of Ventures Application” and briefly:

- Tell us about yourself and why you want this role.
- Tell us about a business model you admire and why.
- Tell us where you heard about this role.
- Attach your CV and/or link us to a LinkedIn profile.

The closing date for the role is midnight on Sunday 16th May.

There is a 3-stage selection process:

1. Submission of CV and cover letter as detailed above
2. An initial video interview (30 minutes)
3. A final round interview and a test (120 minutes).

We are committed to building a diverse team and strongly encourage applications from women, minorities, LGBTQ+ people and disabled people.

We are also committed to offering employment opportunities to people with criminal convictions.
WHO WE ARE

Unlike a traditional Master’s, the Year Here Fellowship is an immersive, action-oriented postgrad course. Over one year, diverse and multidisciplinary cohorts of Fellows learn at the frontline of inequality – in care homes, homeless hostels and schools across London. Supported by a rigorous social innovation curriculum and industry mentoring, they found some of the most promising social startups in the UK.

Our new Year Here Accelerator supports those emerging businesses with investment, specialist business support, access to clients, and office space.

We’re also launching the Year Here Foundation, a new charity aiming to widen access to social entrepreneurship through the provision of financial bursaries and other practical support to high-potential entrepreneurs from low income backgrounds.

Our growth

Since launching at 10 Downing Street in 2013, we have grown steadily. Today, we are a team of 12 and a faculty of 80+ social impact experts. We turnover £850,000 / year.

Our business model is unique. We don’t charge a tuition fee for the Fellowship. Instead, Fellows work on real-world social projects that we are paid for. This income, along with some recurring grants, covers the cost of the programme. The Accelerator makes money by taking a cut of the startup investment raised and a small stake in each company. The Foundation raises funds from philanthropists who share our mission.

Year Here is a social enterprise; meaning that our purpose is to create positive change in society rather than to maximise shareholder profits. Our Articles of Association state that at least 20% of our profits must be reinvested in our social mission.

Social Impact

Year Here’s 256 Fellows have collectively volunteered over 160,000 hours in frontline services – including homeless shelters, care leavers’ services and pupil referral units – and launched 42 new social ventures backed by Nesta, The Observer, Ashoka, UnLtd, Bethnal Green Ventures and the Esmée Fairbairn Foundation.

These ventures include:

- **Birdsong**, a fashion brand selling clothes made by women’s groups, from older knitters to migrant seamstresses, with a ‘no sweatshops, no photoshop’ ethos.
- **Fat Macy’s**, a restaurant that trains homeless Londoners, with profits helping them raise a deposit for their first flat.
- **Appt**, a HealthTech company that uses behavioural economics to improve uptake of preventative healthcare measures in diverse patient communities.