



THIRD SECTOR

Managing Director



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ABOUT THIRD SECTOR CAPITAL PARTNERS, INC.

Third Sector is an innovative nonprofit consultancy redefining how government funds effective social services. They help their government and community clients connect funding with data on social outcomes in order to solve pressing challenges such as equitable and inclusive economic mobility for all and the well-being of children. They work to define impact, draw actionable insights from data, and drive resources towards outcomes-oriented government.



Third Sector's mission is to accelerate the transition to a performance-driven social sector.

COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION



Elevating diverse perspectives

In order to positively impact complex issues, Third Sector seeks out and elevates diverse perspectives, fosters inclusive environments where all voices are centered in the decision-making process.



Embracing an equity-centered approach

Third Sector embraces an equity-centered approach that uses its privileged position to meet the needs of marginalized and historically communities.



Fostering an inclusive environment

For more information:

www.thirdsectorcap.org/dei-affirmation for more

APPROACH AND IMPACT

Third Sector works to incorporate incentives and other innovative solutions to align diverse funding streams with social impact.

Since 2011, Third Sector has engaged with more than 40 communities across the country; transitioning over \$450 million in public funding to social programs that measurably improve lives

Third Sector's [Pay for Success](#) approach enables communities to better measure and evaluate the success of social impact programs.



Third Sector works with systems that have historically prevented equitable access; leading to disproportional access. Additionally, they partner with communities to address challenges such as multigenerational poverty, housing instability, workforce and economic mobility, and physical and mental health.

IMPACT AREAS

Children and Families | Education | Health | Homelessness | Workforce Development

ORGANIZATIONAL OVERVIEW

- Co-Founder and CEO: Caroline Whistler
- Number of employees: 54
- Primary Offices: Boston and San Francisco
- 501(c)3 founded in 2011



The Third Sector team is united by their core values of respect, rigor, resourcefulness, results, and reflection, as well as their commitment to diversity, equity, and inclusion.

OPPORTUNITY

Third Sector is looking for a driven, skilled, and forward-thinking leader who can be both a practice leader as well as a movement builder within the organization. This role reports directly to the CEO, and will join a small team of managing directors. As a member of the executive team, this person will influence and drive the organization's racial equity work that is happening across the nation.



The work of Third Sector is analytical, collaborative, and challenging. A successful Managing Director is a first-rate general manager and leader who: designs and implements solutions for a wide variety of challenges; leads with poise, humility and a learning mindset, and has an undeniable passion for social change.

RESPONSIBILITIES

ORGANIZATIONAL LEADERSHIP

- Provide senior level consultancy expertise with an emphasis on evidence based-programing solutions
- Pursue business development opportunities and write proposals that drive Third Sector's continued growth (federal and state / local)
- Identify and engage on strategic opportunities, developing new clients and contributing to pipeline and sales results that impact Third Sector's revenue and growth goals.
- Drive the alignment of service offerings with the needs of clients
- Contribute to standard service project design and support internal project training
- Contribute to cross-organizational development
- Design and implement internal initiatives that support Third Sector's people as well as the firm's mission

PRACTICE LEADERSHIP

- Provide innovative and sophisticated problem-solving expertise to human services, economic opportunity, and mental health client engagements focused on executing new Pay-for-Success (PFS) or outcomes-oriented contracts.
- Provide leadership to complex client and stakeholder relationships, with an emphasis on the following: beneficiary population analysis, government funding stream identification and analysis, data access analysis, economic modeling, service provider analysis, contract development, as well as term negotiations.
- Produce industry-enhancing thought leadership

EXPERIENCE AND SKILLS

The most competitive candidates will have competencies in the following areas:

- Senior level consultancy experience with an emphasis on human centered design, equity evaluation, or other social sector disciplines
- Working knowledge within a practice area such as economic opportunity, human services, higher education or mental health
- Experience in business development or strategic revenue planning and forecasting within a nonprofit consultancy environment
- Demonstrated experience in conceptualizing, planning and implementing new service offerings for growing small to medium businesses
- Designing and implementing solutions for a wide variety of challenges
- Ability to lead by example by delivering excellence while exhibiting poise, humility, and a learning mindset
- Ability to skillfully and empathetically teach and coach others
- Ability to tell a great story, with an emphasis on positioning Third Sector impactfully based on its track record
- Ability to co-create and work collaboratively with the communications to disseminate messaging
- Comfortable conversing with, presenting to, and leading teams of diverse stakeholders
- Building and maintaining enduring relationships that can advance our mission
- Exhibiting mindfulness and discernment when holding challenging conversations and making difficult decisions
- Possessing a mindset of continuous improvement as well as a foundation of self-awareness that provides space for learning and growth – with a specific emphasis on diversity, equity and inclusion.

TO BE CONSIDERED

As an equal opportunity employer, Third Sector Capital Partners is committed to a diverse, multicultural work environment. Third Sector does not discriminate in employment on the basis of age, race, creed, gender, religion, marital status, veteran's status, national origin, disability, or sexual orientation. We encourage all qualified candidates to apply.

All questions, as well as resumes from interested applicants should be directed to Nicole Ferrer, Managing Director – nicole@diversityrecruiters.com 253.951.6408