

Director, Social Impact – Strategy and Insights

As a Director, Social Impact at Ellis Jones you'll work with a multidisciplinary team of inspired individuals to move people, and change the world for good.

- Work with leading organisations on high profile initiatives
- Exercise and grow your research and strategy expertise
- Support your colleagues to deepen their skills
- Achieve measurable social impact

Overview

Ellis Jones is on a mission to change society for the better through strategy-led communications, social innovation, digital marketing, and creative campaigns.

We are seeking a Director to lead our growing social impact practice – consulting to organisations to improve the social and environmental good they create.

This full-time role is a leadership position, in which strong research, engagement and strategic nous are matched with demonstrated client management skills and an eye for opportunity.

We have always led with social purpose. The social impact team focuses on using a diverse range of methods and frameworks including human centred design, theory of change, traditional quantitative and qualitative research methodology, both online and in person to provide actionable insights and develop strategy.

The agency has pioneered the development of shared value as a practice, and is often invited to speak at industry forums and in the media, contributing our insights and experiences in shared value and other social impact disciplines.

An accomplished leader and innovator, you will realise the potential of a practice ripe for rapid growth, building on our knowledge, networks and mature models of practice.

You will proactively grow market presence of our social impact offer within the sectors in which we specialise: health, energy, environment, property, and education.

You will secure new work that is aligned with agency's the social purpose; and deliver innovation and excellence to our clients supported by a team of smart and capable consultants. Your team will enjoy your inspired leadership and mentoring, supporting them to learn, grown and thrive.

You will bring acute understanding of the range of social impact ideas, models and approaches – and you know when and how to apply each of them. You are experienced in delivering them in varied contexts.

Buoyed by the resilience and camaraderie that comes from a highly-supportive management team you will work alongside us to build a unique, shared value business of which we are proud.

Importantly, you'll be supported by a leadership team and colleagues, as well as an agency collaborator network, that comprises experts with deep and broad experience. We love what we do. We work together to overcome challenges, and we celebrate achievements with our clients. The sectors we work in are growing, have complex issues to solve and have a positive impact on society. It's very good work.



Your responsibilities:

- Conceiving and delivering work that is deemed best practice and industry leading by peers within the social impact discipline.
- Leading and building the competencies of employees.
- Securing new business for the agency from your own and the agency's network.
- Management of senior client relationships.
- Contribution to planning the operation and growth of the agency.
- Defining a vision and demonstrating commitment: to lead your practice and your team.
- Doing great work: contributing your skills and knowledge to strategy, research, execution and measurement; enjoying it.
- Developing the agency's unique competencies: in shared value business strategy, defining and measuring social and environmental impact, delivering purpose-led brand identities, acquiring and using behavioural insights, developing change strategies and plans, conceiving and executing social change/mobilisation campaigns.
- Client relationships: ensuring ongoing and new contracts are on-boarded effectively and retained; mitigating issues as they arise.
- Business planning: defining the strategy and plan for your practice; contributing to agency planning and development.
- Building a powerful team: nurturing the competencies of employees; maintaining the quality of work; identifying areas for competency development; performance management; inspiring greatness.
- Maintaining knowledge: of social impact disciplines; of sector reform, policy and market forces; and sharing these with the broader team.
- Managing time and resources: ensuring productivity and profitability.
- Securing new business for the agency from your own and the agency's network: growing contracts under management; being visible in the sectors relevant to your practice; ensuring a pipeline of potential work; achieving revenue targets.
- Contributing to the agency's marketing activities: speaking at events; writing blog articles; refining pitches and promotional campaigns.

Your experience, qualifications & skills:

- A strong social purpose evident in your work and life
- An ability to listen and collaborate with the senior leadership team, providing input and agreeing direction.
- An ability to think strategically, strengthening and guiding your practice over time.
- Influencing skills that achieve client communication and business objectives.
- An ability to understand concepts and adapt them to client contexts, quickly and effectively.
- Effective use of digital communications to build measurable engagement.
- A solid understanding of qualitative and quantitative research approaches, particularly co-design and design thinking techniques.
- Outstanding writing, editing and proofing skills applied in report, proposal and copy writing.
- Time and project management skills – ensuring all project and retained work comes in at, or under, budget in terms of time and cost.
- Confidence on stage and in the boardroom, presenting and engaging with clients in a manner that inspires confidence and support for the agency.
- Ability to motivate colleagues to achieve their best.
- A minimum of 10 years experience
- Strong computer software skills in MS Excel, MS Word, and MS PowerPoint.

Rewards and benefits:

The base annual salary range is \$120,000 - \$160,000 including superannuation commensurate with skills and experience.

Additional benefits include:

- Flexible working arrangements to support employees to balance their personal and work life.
- Access to an Employee Assistance Program.
- Mobile phone allowance.
- Learning and development opportunities.
- Opportunity to work with a team of experts with diverse experience and interests, applying unique insights and approaches, united by systems and purpose.
- An everyday working environment that is friendly, supportive, collaborative, and positive.

Location

The Ellis Jones office is located in a converted warehouse in Collingwood, Melbourne, Victoria.

Get in touch

If this sounds like you, please send through a cover letter/email and your CV to info@ellisjones.com.au

Ellis Jones is committed to building a diverse workforce. We strongly encourage applications from Aboriginal and Torres Strait Islander people, people with disability, people from diverse cultural and linguistic backgrounds, people of all ages and LGBTIQ people.

