



Job description: Queensland Market Lead Sefa (Social Enterprise Finance Australia)	
Reporting to	Head of Impact & Advisory
Position summary	The Queensland Market Lead is a senior representative role responsible for cementing Sefa's role in the Queensland impact market. In this position, you will drive the identification and origination of both advisory services and lending opportunities, lead their delivery to the highest standards, and support Sefa's reputation as a credible, high-impact partner in the impact investing and social enterprise sectors. Operating with a high degree of autonomy, you will shape market strategy, guide complex advisory engagements, strengthen organisational capability, and support the delivery of our innovative capital solutions across Queensland and national markets.
Location	Brisbane, Queensland, with travel across Queensland and Australia as required.
Employment type	Full Time, 4 Year, Fixed Term contract.
Key responsibilities	Business Development and Market Leadership • Build and maintain a strategic pipeline of advisory and lending opportunities aligned with Sefa's impact and financial objectives, primarily in Queensland, with support to national markets. • Shape the strategic direction of Sefa's market positioning, interpreting market patterns and client needs to guide the evolution of our advisory and lending offer. • Establish and cultivate strategic partnerships and relationships that strengthen Sefa's pipeline, influence and market position within Queensland's government, industry, philanthropy and social enterprise sectors. Stakeholder and Partnership Management • Lead relationship development across complex stakeholder environments, positioning Sefa as a trusted advisor and strategic partner. • Represent Sefa at senior forums that underpin enabling opportunities for participants in the social impact ecosystem in Queensland. Client Delivery • Identify and originate lending opportunities aligned with Sefa's impact and financial objectives, building and managing a robust pipeline. • Steward lending deals through due diligence and structuring, quality-assuring process rigor and commercial execution. • Direct delivery of all advisory and lending engagements, overseeing methodologies, timelines, and quality standards to ensure consistent client outcomes. • Provide strategic guidance to the delivery team on financial sustainability, business model development, impact strategy, organisational growth and capital readiness.

	Team Leadership and Capability Development - In collaboration with Sefa's leadership team, set clear goals and expectations, provide regular feedback, and drive a culture of continuous improvement across the Queensland-based team. Governance, Risk and Quality - Oversee quality assurance and risk management across multiple engagements and programs. - Ensure compliance with Sefa policies, contractual obligations and reporting requirements. - Monitor engagement performance, outcomes and commercial sustainability.
Knowledge and Skills required	Essential - Established networks across Queensland government, the private sector, philanthropic, not for profit and/or impact investment sectors. - Proven business development capability, including pipeline generation, proposal development and conversion of opportunities. - Demonstrated experience leading complex advisory, consulting, investment, strategy or capability-building engagements. - Strong financial and commercial analysis capability, with ability to assess investment readiness and guide commercial structuring. - Strong project and portfolio management skills, with demonstrated ability to manage multiple concurrent engagements to quality and on-time delivery. - Excellent communication, facilitation and presentation skills, with ability to influence senior stakeholders. Very helpful - Experience in blended finance, catalytic capital or innovative funding models. - Understanding of Indigenous-led enterprise and community development initiatives. - Experience working on government-funded programs and procurement processes. - Experience leading multi-stakeholder collaborations and ecosystem-building initiatives.
Qualifications	Degree qualification in Commerce, Finance, Economics, Business, Social Impact, Public Policy or a related discipline. Postgraduate qualifications such as an MBA, CA, CFA, GAICD or equivalent are highly regarded.
Application process	We encourage applications from all ages and genders, Aboriginal and Torres Strait Islander people, people with disabilities, LGBTQIA+ and diverse ethnic and cultural backgrounds. We are assessing and proceeding with applications on a rolling basis. So please submit your application as soon as you can.
For more information, contact Renee Martin, Strategy Lead, renee.martin@sefa.com.au .	