

## Analyst | The Community Outcomes Fund

Brooklyn, New York

### The Community Outcomes Fund

The Community Outcomes Fund (TCOF) invests in outcomes-financing projects designed to scale high-quality human service programs for low-income communities in partnership with state and local government. The U.S. Government is by far the largest purchaser of human services, spending more than \$800 billion annually. There is bipartisan agreement that less than 1% of that spend is linked to basic evidence about the impact of these services. TCOF's investments increase transparency and accountability into the impact of services. The public-private partnerships allow government to change the way they fund services from prepaid cost-reimbursement toward paying for outcomes for individuals and communities.

### Job Description

The Analyst for The Community Outcomes Fund will be primarily responsible for supporting our work to develop partnerships with cities, counties, and states throughout the country and to build awareness of TCOF's approach to outcomes financing. The role will also include responsibilities related to investor relations, investment due diligence and underwriting, communications, and office administration.

#### Responsibilities may include:

- *Partnership pipeline development*
  - Conduct research on the leadership and governance structures of potential public sector partners; the needs of communities where we may work; and the landscape of service providers and local investors.
  - Summarize findings into clear, concise materials for internal and external audiences.
  - Lead the ongoing maintenance of our client relationship management system, including running reports to analyze our sales funnels and identify trends.
  - Draft outreach and follow-up communications to existing and potential partners.
  - Provide coordination and strategic support to engage with potential and existing partners.
- *Investor relations*
  - Support the development, design, and distribution of routine and specialized reports to our investors.
  - Draft outreach and follow-up communications to existing and potential investors.

- *Market research*
  - Systematically review newsletters, publications, and media to keep abreast of developments in the fields of evidence-based policy, impact investing, and outcomes-based contracting and financing.
  - Monitor relevant legislative activity, conferences and events.
  - Develop processes to consolidate and share information with colleagues and partners regularly.
- *Diligence*
  - Support due diligence of social service models and providers, including qualitative assessments of evidence-based programs and quantitative data on the performance and impact of the programs and providers.
- *Communications and knowledge sharing*
  - Support the development and implementation of our strategy to elevate TCOF's status as thought leaders in outcomes financing.
  - Draft and post public facing materials for our website and social media accounts, as well as external publications.

### Qualifications

The ideal candidate will possess the following:

- Bachelor's degree
- One to three years of relevant work experience (preferred)
- Excellent organizational and task management skills, including the ability to manage multiple priorities simultaneously and manage senior colleagues
- Superior communications skills, including professional, courteous writing and oral presentations of cleanly synthesized research
- Thrives in an evolving start-up environment; willingness and comfort in taking ownership of new responsibilities and tasks as they emerge
- Positive attitude and empathetic disposition; able to do work in service of others and take initiative
- Passion for public sector innovation to improve outcomes in communities
- Interest in evidence-based policy, impact investing, and/or public-private partnerships is a plus

### **Benefits**

- Outstanding benefits
- Salary will be commensurate with experience

### **To Apply**

Please send a copy of your resume and statement of interest to The Community Outcomes Fund at [hr@maycombcapital.com](mailto:hr@maycombcapital.com) with the subject line "Analyst."

*Our firm values diversity and is proud to be an equal opportunity employer. No telephone calls, please. Only applicants selected for interviews will be contacted.*

## About Maycomb Capital

Maycomb Capital is a pioneering impact investing platform. We provide financing across asset classes to fund strategies and enterprises that transform communities. At Maycomb, we know that the world's problems demand patience, creativity, and an appreciation for complexity. We drive capital toward effective solutions for underserved communities, using data and rigorous analysis to guide our decisions. We identify scalable and sustainable paths to positive change, tackling entrenched social and economic challenges. By harnessing the scale, expertise and risk tolerance of the private sector in service of the public good, we're demonstrating what's possible with mission-focused, flexible capital.

Our flagship funds transform underserved communities in two complementary ways:

- **The Community Outcomes Fund (TCOF)** provides outcomes-based (also known as pay-for-success) financing that matches private capital with local priorities, realigning government programs with proven solutions to social challenges;
- **The Social Entrepreneurs Fund (TSEF)** makes early-stage equity investments in the most promising entrepreneurs, upending traditional business models to create sustainable change.

We're named for Maycomb County, the setting of Harper Lee's classic novel *To Kill a Mockingbird*. Lee used Maycomb, a fictional district in Depression-era Alabama, as a backdrop for her universal story of the pursuit of justice. Her story sparked conversations about equity that still resonate today. Maycomb seeks to continue this dialogue, bringing innovative ideas to light through action.