

Hiring: Senior Strategy Associate

[60 Decibels](#) is a tech-powered, impact measurement company that makes it easy to listen to the people who matter most. We've been in business as an independent entity since early 2019, when we spun out of the global Impact Investor [Acumen](#).

Our firm belief is that the best way to understand social impact is by talking to the people experiencing that impact. It sounds obvious when you say it, but that is not the typical practice for many impact investors, corporations and foundations working to create social change.

We collect social Impact data directly from beneficiaries (customers / employees / suppliers) via a network of 800+ trained researchers in 60+ countries. We do it quickly and without some of the fuss typically associated with measuring impact. Our researchers speak directly to customers to understand their lived experience; and our team turns all this data into benchmarked social performance reports, with accompanying insights, to help our clients demonstrate and improve their social performance.

By making impact measurement simple and scalable, we not only enable organizations to make improvements in the products and services they've designed to serve beneficiaries; but also help transform what it means to credibly measure impact, ensuring that the voices of those who matter most are always part of the story. **If you're similarly passionate about our mission and excited about the opportunity to help grow a dynamic business, we're looking for a Senior Strategy Associate to work directly with one of our Co-Founders.**

About the role: This is a product development, strategy, experiments, planning, project management, make stuff happen role. You will work directly with one of our co-founders (Tom) to co-conceptualize and then put into action a range of new strategic initiatives. You will also play an active role in sales, and since we're still a startup, lend a hand to administration too (no one is above it!).

Specifically, the Senior Strategy Associate will:

- Serve as a sounding board for the ideas, plans, and dreams of the Co-Founder and Chief Strategy Officer (CSO). You should also have plenty of your own ideas to bring to the party.
- Support the CSO's sales efforts by sourcing new leads, preparing materials and proposals and taking forward several conversations until close.
- Work on product development. This isn't in the tech sense, rather how our impact measurement approach is designed, positioned and adapted in relation to this fast-moving sector.
- Maintain long-term client and sector relationships.
- Write. You've got a voice: use it.
- Represent 60 Decibels at external meetings and events.

- Model our company values

About You: First and foremost, you bring compassion and dedication to this work because it matters to you. More broadly this role is for someone with a proactive rather than reactive disposition; someone happy to manage uncertainty and work independently if needed. You will be great at generating ideas, and letting go of many of them too (i.e. you're not too precious); you err toward "yes, and..." rather than "no, but...".

You're a natural problem-solver and builder. Our product is serving a specific need in our market, and we're seeking to expand that. You like to run experiments, and love beautiful design. Other characteristics that will help you succeed in this role and be a great cultural fit, especially with Tom, who is not always the most organized person in the world, and values good-humour, vulnerability and hard work.

We also expect that most candidates will have had the following experiences / attributes. If your experience set differs, but you think you're the right person for the job, say that in your application.

- Direct sales or investor relations or fundraising experience: you can demonstrate that you've had success in sales, and you have 7+ years of relevant client-facing professional experience with corporations, impact investors, development agencies, social business or startups
- Superb communication skills, both verbal and written. You are a confident and experienced multi-level communicator and an engaging presenter
- Great core skills of problem solving, analysis, and project management. And great soft skills, plus the understanding that they're not really "soft" at all
- Knowledge and passion about supporting business to tackle global challenges, and first-hand appreciation for the role that good stakeholder engagement can play to make that happen
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation to technology

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Interested in applying?

Deadline: Candidates are encouraged to apply early, as applications will be reviewed on a rolling basis.

Location: The Senior Strategy Associate will join the team in our London office and will need to possess all the existing requirements to work in this locations.

Compensation: 60 Decibels offers a competitive salary and benefits package and the opportunity to work in a flexible, fun and supportive environment.

Application: To apply please fill out [this application form](#) where you will be asked to upload:

1. Your resume
2. Two short videos (2-3 minutes per video) in which you respond to the following questions:
 - a. Video 1: Tell me your story: where are you coming from, what you've done in the world that your passionate about (in work or otherwise), your ambitions for your future, or whatever else you think is relevant in explaining who you are.
 - b. Video 2: Measurement of Governance and Sustainability/Environmental factors has seemingly progressed more quickly than that of Social Impact. Why is that? And what can be done to get the financial sector as concentrated on social issues as it is on these other topics.

We're excited to hear from you!

Want to get to know us a little better?

> Sign up to receive [The Volume](#), our monthly collection of things worth reading.

> Visit our website at 60decibels.com.

> Read about our team values [here](#).