

Working with us

to improve health in urban, diverse
and deprived areas

GUY'S &
ST THOMAS'
CHARITY

Portfolio Director
Funding Team
(18 month contract)

March 2017

www.gsttcharity.org.uk

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Who we are

We are an independent, place-based foundation. We work with Guy's and St Thomas' NHS Foundation Trust and others to improve the health of people in the London boroughs of Lambeth and Southwark.

For over 500 years we've been based in and focused on improving people's health in Lambeth and Southwark, two of the UK's most diverse and deprived areas.

We do this in a number of ways:

→ We work with a range of partners – both within and outside of Lambeth and Southwark – to identify, test and scale new approaches to health and healthcare. We take a programmatic approach, identifying the biggest health issues for people in our communities, understanding what's underneath these issues, and working with others to address them. We collaborate with anyone who has the very best approaches and shares our drive to make them happen. Whenever possible, we fund jointly with others.

→ Through a combination of fundraising and our own philanthropic support, we help [Guy's and St Thomas' NHS Foundation Trust](#) provide exceptional care and a world-class environment for patients and staff at Guy's, St Thomas' and Evelina Children's Hospital, as well as in community health services across the boroughs.

**Over the next decade,
we plan to put around
£250 million into
improving health and
healthcare in Lambeth
and Southwark**



Why we exist

Our boroughs are exciting places but they're also two of the UK's most deprived areas.

We focus our efforts here, working with anyone who can help us develop new approaches to health, and sharing what we learn with others facing similar challenges.

Like much of London, Lambeth and Southwark are vibrant places to live and work and they're changing all the time. They are densely populated (twice the average in the capital), and have similarly diverse populations – a rich and complex social and ethnic mix, including large black and LGBT communities. Over 100 different languages are spoken here. And like in many London boroughs, there are areas of affluence and poverty living side by side.

Great health work is taking place locally. We have some of the best professionals in the country working in our hospitals and communities, and we've seen big improvements over the last 50 years. Life expectancy has increased, while child mortality and teenage pregnancy have declined.

However, despite positive changes, there are still important areas of deep deprivation and ill health. Some of our local people are not only not catching up – they are worse off: one in four people in Lambeth live in poverty and over a third in Southwark live in the most deprived pockets in England.

The opportunity

Lambeth and Southwark have a lot in common with other inner-city areas, not just in London but around the UK and internationally. We believe we have a unique chance to collaborate with and learn from others who share our interests, and do something different together.



What we do

We tackle the major health challenges affecting people living in urban, diverse and deprived areas.

We believe there are five distinct aspects to our work:

- **Place.** We work in the London boroughs of Lambeth and Southwark, supporting new approaches to health, and sharing insights and learning with anyone facing similar challenges.
- **Focus.** Our programmatic approach focuses on a few complex health issues at a time. Currently we're aiming to reduce childhood obesity and improve health and care for people with multiple long-term conditions.
- **Connecting.** We bring great minds together, within and outside the NHS, to come at problems from different angles. And we collaborate, partnering with anyone – here and in other cities – to find, develop and deliver the best possible approaches to drive change.
- **Vision.** Great ideas sometimes need the space and resource to fly and to reach their potential – so we take a long-term view and keep a very open mind.
- **Impact.** We're led by evidence and focussed on outcomes – always testing, evaluating, learning and adapting for greater results. By combining our resources with others, we create the kind of firepower that achieves meaningful change now and for future generations.

Our current focus

For our 2017 to 2022 strategic plan, we're focusing on tackling the major health challenges facing people living in urban, diverse and deprived areas – developing new approaches to health and sharing what we learn. Our first two programmes will tackle childhood obesity and multiple long-term conditions.



How we work

We tackle the major health challenges affecting people living in urban, diverse and deprived areas.

We take a programmatic approach, based on evidence and focussed on outcomes.

We do this by targeting a few issues at a time. To make the most of our place focus, we are focusing on a small number of health issues which are particularly significant in Lambeth and Southwark, and working to tackle them through long-term programmes of work.

To support the success of our programmes, we take time to learn about what's going on around health issues in our local communities, and how urban living, deprivation and diversity play a role.

This shapes what kinds of projects we incorporate into a programme – we focus on the health outcomes that we are trying to achieve, and remain open minded on what activity will help us to get there.

We provide high potential projects with what they need in order to create, sustain and grow their impact. Over the next decade, we plan to put around £250 million to work across Lambeth and Southwark. Using a blend of grants, debt and equity, we plan to build a portfolio of projects around a few health issues, creating an impact bigger than the sum of their parts.

New programmes

We're currently working on two issues: **reducing childhood obesity** and **improving the health and care of people with multiple long-term conditions**. We chose these because they are prevalent in our areas, complex in nature, and of interest beyond our boroughs. We will explore others in the coming years.



Funding our work

We use all our assets to have a real impact on health in Lambeth and Southwark.

Using our resources wisely

With our local focus, we are one of the largest health foundations in the UK relative to the size of the population we serve. Our assets put us in a privileged position where we can take the long-term perspective that others in health cannot. We manage them carefully to ensure they can bring real value to those they benefit.

Our endowment

We're able to provide financial support to make real change happen. This is largely thanks to a significant endowment, the accumulation of donations over many centuries. We manage and use it carefully so that we can fund great ideas that transform people's health. Today, the endowment amounts to £589.4 million (figure from March 2016).

Our property

We own £320 million of residential, student, commercial and agricultural property. Our portfolio comprises properties that we use to help create better healthcare facilities and health outcomes, and investment properties that generate income for our funding programmes.

Donations

As the charity for Guy's and St Thomas' NHS Foundation Trust, we raise funds from the general public and other generous donors to make care at our hospitals even better. Our fundraising team supports staff, patients and others to raise vital money, which is distributed through special funds in the way the donors intended.

Making a difference

With our endowment, properties, arts collection and other assets, we help make a lasting difference to the health of people today and future generations



Our team

Our staff, trustees and committee members bring together a unique combination of expertise, skills and drive to meet our ambition of tackling major health challenges in Lambeth and Southwark.

Our Trustees

Wol Kolade. Wol became Chair of the Charity in October 2015. Wol is the Managing Partner of private equity investor Livingbridge. Wol holds a number of non-executive positions and he is a former Chairman of the British Private Equity and Venture Capital Association.

Sally Tennant. Sally brings many years' experience in the banking and investment sectors. She is currently an independent wealth management adviser, after serving as Chief Executive of Kleintworth Benson from 2011 to March 2014.

Sue Gallagher. Sue has held a number of very senior roles in the NHS and was Chief executive of Merton, Sutton and Wandsworth Health Authority from 1997 to 2002. More recently she has worked with the Department of Health as a consultant and with many individuals and organisations in the public and third sectors.

Ian Dalton CBE. Ian is President, Global Government and Health, at British Telecom. Ian has 28 years' experience in the NHS and social care, and was one of England's most senior healthcare leaders. Before BT, he was Chief Operating Officer and Deputy Chief Executive Officer for NHS England.

David Colin Thomé. David brings with him extensive experience of primary care as a GP for more than 30 years, as well as significant knowledge of national policy as the Department of Health's National Clinical Director for Primary Care from 2001-10.

Barbara Moorhouse. Barbara brings a depth of strategic, operational and financial leadership experience built up over a long career in the private and public sectors, including senior posts at the Ministry of Justice and the Department for Transport and Chief Operating Officer of Westminster City Council.

Tom Joy. Tom began his career as a graduate trainee at Royal Sun Alliance Investment Management. He then joined Schroders and held a variety of different roles culminating in becoming Head of Investment – Multi-Manager. In 2009, he became Director of Investments at the Church Commissioners for England.

Sir Ron Kerr. Ron joined Guy's and St Thomas' NHS Foundation Trust as Chief Executive in 2007. He stepped down on 1 October 2015 after 30 years in senior NHS leadership roles remaining with the Trust as Executive Vice Chairman.

Our Executive Team

Kieron Boyle took his post as Chief Executive in April 2016. Prior to this he worked across the public sector, focusing on health and social issues, and most recently heading the UK government's work on social innovation and investment.

David Renton joined us in 2011 as Director of Finance and Development. He previously spent many years as a Managing Director and member of the leadership team at Hawkpoint Partners, a leading independent corporate finance firm.

Jon Siddall joined us as Director of Funding in February 2017. He has worked across the healthcare and foundation sectors, most recently helping to establish the South West Academic Health Science Network as Director of Innovation.

Catherine Cullen joined the team as maternity cover in October 2016, having worked for some of the UK's best known charities on issues including international development, domestic violence and cancer. Most recently, she headed up communications at Shelter.

There is an **Executive Investment Committee** made up of the Charity's four person Executive Team that meets monthly with delegated powers to make grants and investments of up to £2 million.

Our staff

The staff team of approximately 30 FTE comprises professional expertise in finance, property, healthcare, venture philanthropy, social investment, private equity, art and heritage and communications. Find out details of the full team at **www.gsttcharity.org.uk**.

The opportunity

We are looking to recruit a Portfolio Director to join our Funding Team. This is an extremely exciting opportunity for an individual with the necessary vision and flair to develop and shape how we use our capital to achieve health impact.

As part of our new strategy, we're stepping up our ambitions. We plan to achieve national impact from our locally-grounded activity; to develop partnerships with the very best organisations; and to be increasingly innovative in how we work.

With a significant endowment and spending power of £250 million over the next ten years, our work places us at the very forefront of healthcare innovation, impact investment and venture philanthropy. The Portfolio Director will be at the heart of these efforts.

Job description

The Portfolio Director will play a key role in shaping our new approach to programme-related funding and investments, typically in excess of £20 million per annum.

During the 18 month period, the Portfolio Director will be responsible for designing and implementing a flexible, impact-led approach to our programme funding and investment, utilising a broad range of funding and financing mechanisms – from grants through to debt, equity and quasi-equity – to help achieve our programme aims.

The Portfolio Director will support and advise our Programme Directors from scoping through to the due diligence and deal execution stages. Opportunities are sourced from a broad range of partnerships, including formal health services, local authorities, social enterprises and commercial ventures.

The role will also lead the development of partnerships with other funders and investors, from grant makers through to social and commercial investors.

The Portfolio Director supports the Director of Funding to manage and coordinate the Charity's Executive Investment Committee, including advising Programme Directors on the preparation of funding and investment memos.

The role also acts as a senior member of the funding directorate, with responsibilities for building out the capabilities and capacities needed to achieve impact in our work.

Reporting to

Jon Siddall, Director of Funding.

Responsibilities

- Lead the design and development of a flexible, impact-led approach to our programme funding and investment
- Support the Director of Funding to ensure the effective management of the Charity's programme related funding and investment portfolio (currently £70m)
- Advise and support Programme Directors to develop and execute funding and investment projects, from due diligence through the deal execution
- Advise and support Programme Directors to negotiate legal documentation and close transactions
- Manage, coordinate and provide accurate and timely information to the Executive Investment Committee and Board
- Advise and support Programme Directors to develop funding and investment memos for the Executive Investment Committee and Board
- Build partnerships with funding and investment partners
- Maintain first rate line- and matrix-management of reports in the funding directorate, including a focus on building out skills and capabilities to effectively deliver programmatic aims
- Develop close working relationships across the Charity, including with the strategy, communications, and finance and operations teams
- Help to advise on the transition to greater impact investment within the Charity's endowment
- Act as an Ambassador for the Charity and for new ideas in health

Person specification

Knowledge and qualifications

- Graduate- Bachelor's degree or equivalent
- Computer literacy, strong in Excel

Experience (essential)

- Background in business analysis such as strategy consulting, venture capital or investment banking in either the private, social or public sector.
- Experienced deal development and execution skills, including negotiating legal documentation
- Experience managing funding and/or investment portfolios
- Strong track record of leadership and effective management of teams at a senior level

Experience (desirable)

- Experience in the healthcare sector
- Experience in the venture philanthropy sector or 'grants plus' approaches
- Experience in the social investment sector

Skills, abilities and attributes

- Ambitious and determined individual – setting high standards and achieving these
- Leading from the front – inspiring others to follow
- Focused on outcomes – with the persistence to achieve these
- Clear strategic thinker – able to manage a complex range of projects and competing priorities
- Innovative thinker – not afraid to take risks and to make hard choices to achieve goals
- Powerful influencer – persuasive in situations without direct levers to pull
- Strong interpersonal and management skills – with a proven ability to motivate and develop others
- Effective stakeholder management skills – with the ability to obtain and maintain the trust of a range of both internal and external stakeholders
- Good communication and presentational skills – with the ability to communicate convincingly to a wide range of audiences
- Considered judgement – with demonstrable political 'nous'

Details and how to apply

Salary and Terms of Employment

18 month contract with potential to extend.
We offer competitive terms of employment.

Applications

Please ensure your application includes:

- A covering letter explaining why the appointment interests you, how you meet the appointment criteria and what you specifically would bring to the post
- A Curriculum Vitae (CV) with education and professional qualifications and full employment history. It is also helpful to have daytime and evening telephone contact numbers and e-mail addresses, which will be used with discretion. The CV should include names and contact details of three referees. References will not be taken without applicant permission.

Sending your application

The preferred method of application is via email to jobs@gsttcharity.org.uk. All applications will receive an automated response.

Interviews

Selected candidates will be invited for preliminary interview in early May, followed by first round interviews in mid-May. Shortlisted candidates will be invited to final interviews in late May. Interview dates will be provided on application.

More information

To find out more about the role, please contact us on 020 7089 4552.

Closing date for applications is 5pm on Monday 1 May 2017





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www.gsttcharity.org.uk

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