

Position: **Impact Investing Product Analyst (Full-Time)**
Time: Immediate
Location: West Newton, MA or Washington, DC

Are you passionate about the power of technology to change the world? CapShift is an early-stage startup building a platform to empower philanthropic and financial institutions and their clients to discover, execute, and monitor impact investments. Our first clients are in the \$110 billion donor advised fund market.

CapShift seeks a dynamic, values-driven, analyst to support our all aspects of our product development and customer integration. The role combines three core roles: product business requirements and testing on a Salesforce platform, customer product support and marketing, and internal data analysis and reporting. The candidate will report to the Vice President of Product. Previous experience in a customer facing role is highly desirable.

A competitive compensation package and benefits will be available. On-site work in Newton, MA or Washington, DC is required, within a flexible working environment.

If interested, please submit your CV and a one paragraph statement of interest with the subject Operations and Technology Analyst to Liz Sessler at jobs@capshift.com.

Qualifications:

- 3+ years of work experience in technology or operations
- Experience working in an Agile development process
- Advanced proficiency with Salesforce CRM; experience with Salesforce Communities and MarketingCloud is desired, but not required
- Experience working with Google Analytics or other web-based analytics and promotional tools
- Demonstrated strength in data analytics, effective reporting, and working with large data sets
- Fit with working in a high growth, flexible startup environment in which employees are expected to take on multiple responsibilities and leadership positions
- Proactive, thoughtful, self-motivated, detail oriented, organized and able to effectively communicate across multiple business units and stakeholders.
- Prior project management experience and an ability to critically review and prioritize projects based on business needs.
- Advanced MS Excel and PowerPoint skills required
- Advanced or Undergraduate degree, or equivalent preferred

Responsibilities:

- Day to day collaboration, testing and partnership with remote development team
- Gather internal business requirements and work independently or with development team to prioritize and implement as needed
- Establish and provide technical customer service to new clients and users
- Collaborate across business lines to create a useful technology product for internal and external stakeholders
- Partner with Marketing and Sales team members to ensure high-quality electronic communications, website, and CRM based sales process
- Monitor best practices around technology development, security practices and UX
- Team lead on reporting for business and client analytics

About CapShift:

CapShift is expanding access to investments solving the world's biggest problems. We offer a turnkey impact investing solution for Donor Advised Funds to help donors and financial advisors discover, execute, and monitor a curated menu of impact investments. We partner with blue-chip domain partners

to source, curate and underwrite impact deals across multiple sectors, connecting vast pools of investable capital to high-impact projects and businesses.

CapShift was founded by MissionPoint Partners, a leading impact investment advisor & asset manager, and Jacques Perold, former President, Fidelity Management & Research Co. Investors in CapShift include the Heron Foundation, Omidyar Network, and other leading community development financial institutions (CDFIs) and pioneering impact investing families. Our leadership has managed billions of dollars of impact investments in disruptive solutions in the health, education, poverty, community finance, clean energy, and sustainable food sectors. We are building a team that combines deep impact investment experience with a nimble startup culture to transform the way individuals can find opportunities to invest their money for good. CapShift is located in Newton, MA, with team members in Connecticut and Washington DC.