

Business Development Manager

JOB DESCRIPTION

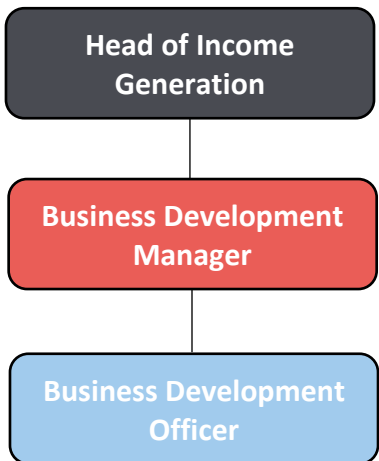
Location: London (Hybrid – required to work from the office 2 - 3 days per week, plus attendance at events and external meetings as required)

Work pattern: 35 hours per week, Monday through Friday, 9 am to 5 pm with an occasional need to work outside core hours to meet the demands of the role.

Responsible for: Business Development Officer

Interaction with: Directors, Managers, and Staff at FEC as well as stakeholders, clients, etc

Reporting line:



Role - brief overview:

The Business Development Manager will play a pivotal role, driving the acquisition of high value, multi-year corporate partnerships and agreements that deliver meaningful shared value for the organisation and its partners. The post holder will work closely with teams across the organisation - including Fundraising, Programme Delivery teams, Key Account Managers, Marketing and Communications, to shape compelling propositions and deliver an integrated, organisation-wide approach to securing new income opportunities and overseeing their stewardship, renewals and smart uplifts.

The post holder will also be willing and able to travel across the UK to attend events and meetings in support of funding development.

PRINCIPAL RESPONSABILITIES

- Work with and support the Head of Income Generation to significantly increase income from new business areas by implementing the business development strategy.
- Drive the development of tailored, high-impact proposals and pitches to engage relevant companies/organisations and secure strategic, multifaceted partnerships that align with the charity's mission and plans for growth.
- Work with the wider income generation-focused department to identify new, innovative projects to help us achieve our strategic aims and raise new income.
- Line manage the Business Development Officer, supporting them to deliver their role, responsibilities and annual objectives to deliver annual growth targets and activity.

Business Development

- Build a robust new income pipeline by prospecting, developing and winning income from new funding opportunities.
- Lead on pitching, negotiating, and securing a variety of high-value partnerships, including supporting and briefing senior staff accompanying meetings.
- Deliver tailored proposals and presentations backed by strong insight and storytelling.
- Proactively network and represent FEC across new business landscape, identifying where and how to bring in senior stakeholders.

Stewardship

- Work with the team to steward existing and new funders, building long-term successful partnerships, focusing on retention and upselling.
- Build strong, influential relationships with key decision-makers internally and externally.
- Take an active role in planning and delivering key new business/fundraising events to support income generation and stakeholder engagement.
- Support the delivery of all reporting requirements for fundraising and demonstrate impact and outcomes according to agreements and contracts.

Reporting and Administration

- Regularly brief the line manager and SMT members regarding new income, income loss and other financial funding risks.
- Maintain accurate prospect and pipeline data on the charity's CRM system (Salesforce), and monitor progress, analyse data, and report on performance to senior management.

- Comply with organisational requirements, adhering to the specific rules, regulations, policies, and standards set by an organisation to ensure it operates legally and ethically, and to maintain a safe and respectful work environment.
- The post holder may be required to carry out other duties that can reasonably be considered within the scope and purpose of the job and the aptitudes of the job holder

PERSONAL SPECIFICATION

Desirable Competencies:

- Previous line management experience, supporting the development of your direct reports.
- Strong understanding of Corporate Social Responsibility and the Code of Fundraising Practice
- Educated to degree level or equivalent.
- Empathy with and a good understanding of ex-Forces personnel and the challenges they can face.
- Experience with the Salesforce Case Management System is preferred; however, training will be provided for the successful candidate if required.
- A working knowledge of the Justice system and an understanding of the challenges faced by offenders and ex-offenders.
- Previous experience in the UK Armed Forces or a strong working knowledge of the UK military.
- Resilient and adaptable, capable of managing the demands of the role with a proactive and responsible approach.

Essential Competencies:

- Extensive knowledge of business development, ideally within the third sector, with proven experience of winning successful long-term partnerships.
- Strong track record of securing multiple figure sums from partnerships and delivering income targets.
- An active network of contacts and knowledge of organisations, alongside a highly self-motivated approach.
- Experience of managing income targets, pipelines and financial forecasts, with the ability to assess progress, identify risks and prioritise opportunities.
- Proven strength in prospect research, networking, and pipeline management.
- Strong communication skills, including diplomacy, presentation, negotiation and influencing skills.

- A demonstrable entrepreneurial approach, comfortable working to ambitious targets.
- Strong organisational skills with attention to detail and a methodical approach to pipeline development.
- Dynamic, creative, and solution-focused, with a collaborative mindset and passion for FEC's mission, vision and values.
- Excellent IT skills, including experience of working with a CRM database (Salesforce - training opportunities will be available as part of your role).