



Job Description

Job title:	Business Development Manager
Department:	Brand Marketing and Fundraising
Reporting to:	Trusts and Statutory Lead
Salary:	£49,623
Hours:	35 hours per week
Location:	Based in any of our Skylight offices (Edinburgh, Newcastle, Liverpool, Birmingham, Oxford, Swansea, Brent, Croydon and London) We are open to a range of flexible working options, in line with Crisis' Hybrid-Working Policy.
Contract type:	Permanent

Role Overview

To proactively identify, shape and secure new statutory funding opportunities that support Crisis' mission to end homelessness, with a particular focus on commissioned services, tenders and statutory grants from national and local government, the NHS and other public bodies.

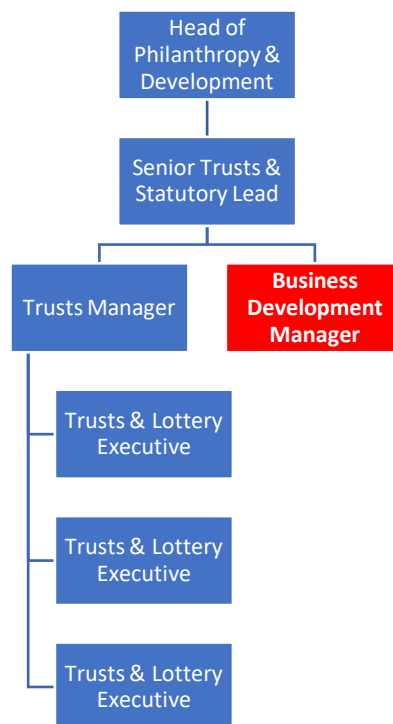
The role will lead on new business development, working closely with colleagues across Services, Policy and Social Change, and Fundraising to develop fundable propositions rooted in Crisis' place-based approach. This includes supporting the development and scale-up of Crisis Centres, our emerging place-based delivery model designed to increase impact by aligning services, partnerships and investment around local need, alongside evidence-led approaches such as Built for Zero, Housing First and Critical Time Intervention.

The role will build strong networks and partnerships with commissioners, partners and stakeholders to identify and develop statutory funding opportunities across Crisis' services in England, Wales and Scotland.

Other Key Details

- The post requires attendance at on and off-site meetings and events, including some evenings and weekends. Time off in lieu will be given in accordance with Crisis TOIL policy.
- Crisis' current hybrid working policy requires staff to work from a Skylight or a Crisis Office for at least one day a week or two days per fortnight.

Organisational chart



Key Responsibilities

Strategic business development

- Proactively identify and pursue new statutory funding opportunities, including tenders, commissioned contracts and statutory grants across local and national government, health and related public bodies.
- Lead horizon scanning and market analysis to identify emerging funding opportunities aligned with Crisis' strategic priorities and place-based models.
- Develop a strong understanding of the statutory commissioning environment, including housing, homelessness, health and prevention agendas, and how these translate into funding opportunities.

Opportunity development and bids

- Lead the end-to-end development of new funding opportunities, from early scoping and relationship-building through to submission and contract award.
- Work collaboratively with Services, Policy and Social Change, and place-based colleagues to shape credible, fundable service models that demonstrate impact, value for money and alignment with commissioner priorities.
- Draft and coordinate high-quality tenders, proposals and applications, drawing on evidence of impact, learning and best practice.
- Ensure proposals clearly articulate Crisis' evidence-led approaches, including (but not limited to) Built for Zero, Housing First and Critical Time Intervention, and how these are adapted to local contexts.

Relationship management and place-based working

- Build and maintain productive relationships with commissioners, local authorities, statutory bodies and partners, supporting Crisis' position as a credible delivery and influencing partner.
- Work closely with colleagues in Services and Partnerships and Community Fundraising to align funding opportunities with local place-based priorities and delivery capacity.
- Support the development of partnerships and consortia where appropriate to strengthen bids and extend Crisis' reach and influence

Internal collaboration and pipeline management

- Work closely with colleagues in the Trusts team to share insight, intelligence and planning, ensuring statutory funding opportunities are well-coordinated and aligned across the team.
- Work alongside the Trusts team to ensure a clear distinction between new business development and reactive funding, while sharing insight and intelligence effectively.
- Maintain a robust pipeline of new statutory funding opportunities, tracking progress, risks and likelihood of conversion.
- Contribute to internal decision-making around opportunity selection, resourcing and risk, ensuring alignment with organisational strategy and values.

Monitoring, reporting and learning

- Track and report on business development activity, income secured, and return on investment, contributing to forecasting and planning.
- Capture learning from bids (successful and unsuccessful) to strengthen future business development activity.
- Contribute to the development of tools, templates and processes that support effective statutory funding development across Crisis

General responsibilities

- Develop and maintain an understanding of Crisis' work and the needs and circumstances of people facing homelessness.
- Comply with Crisis policies and procedures, including Health and Safety policies, for which all employees owe a duty of care both to themselves and others, in accordance with the Health and Safety at Work Act.
- Comply with all Crisis policies and procedures insofar as they relate to the provision of services, including Safeguarding and Equality, Diversity & Inclusion
- Work collaboratively across departments to support Crisis' mission to end homelessness
- Commitment to the utilisation of Crisis' chosen IT Systems
- Competent in the use of Microsoft applications i.e.: MS Outlook, MS Teams, MS Word and MS PowerPoint along with the use of online applications, for example Zoom and web browsers - Google Chrome or Microsoft Edge
- Carry out any other duties reasonably associated with your role

Person Specification

Essential

Knowledge & Experience

- Strong and demonstrable experience in business development or income generation, with a proven ability to secure new statutory funding, contracts or commissioned work.
- Experience working with, or influencing, local authorities, NHS bodies or other statutory commissioners.
- Experience of identifying and developing new statutory funding opportunities, including playing an active role in shaping opportunities from an early stage.
- A clear track record of externally facing relationship-building, including networking with commissioners, funders, partners or senior stakeholders.
- Experience of leading statutory bids, tenders or commissioned proposals, including coordinating internal contributors and progressing opportunities through to submission.
- Experience using partnerships, consortia or collaborative approaches to strengthen bids or unlock new funding opportunities.
- Strong understanding of statutory funding and commissioning landscapes, with the ability to identify emerging opportunities and position services credibly.
- Excellent communication and influencing skills, with confidence to shape conversations, present proposals and negotiate constructively in line with organisational values.
- Demonstrated ability to work independently and with initiative, creating momentum in early-stage opportunities and managing uncertainty.
- Strong planning and organisational skills, including the ability to manage a live pipeline of business development activity.
- Commitment to Crisis' mission to end homelessness, with a clear interest in place-based, partnership-led approaches to increasing impact.

- Willingness and ability to travel between Skylight locations.

Desirable

- Experience working with, or influencing, local authorities, NHS bodies or other statutory commissioners in housing, homelessness, health or prevention contexts.