

# INSIDE:::JOB

PRODUCTIONS

## Director (Business Development)

Inside Job Productions CIC

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**Location:** London, UK (Hybrid)

**Reports to:** Chair of the Board

**Hours per week:** To be discussed (minimum of 4 hours per week)

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## About Inside Job Productions

Established in 2006, Inside Job Productions CIC (IJP) is an award-winning film production company. We create high-quality, thought-provoking content that helps our clients communicate with their audiences and customers, from the world's largest corporations to the UK's smaller charities. As a social enterprise, our mission is to use storytelling, film, and digital content to promote mental health awareness, with a particular focus on the criminal justice sector. As part of our social impact, we provide work opportunities for individuals who may otherwise struggle to find employment in the film production sector. We believe that business can be done differently without ever compromising on quality.

As a small community interest company which makes a big impact, each of IJP's Directors provides hands-on support to the Chief Executive in a designated area (for example, in finance and for grant applications).

We are seeking a new Director who – together with their overall Board membership responsibilities – has specific Business Development experience in order to help us to expand our client base, to secure partnerships, and to identify new opportunities for growth. We believe that this is an exciting opportunity for someone with extensive experience in business development and who is eager to contribute to delivering meaningful social change within a professional business environment.

We work within a shared office environment in Dalston, East London, with some remote working. If possible for them regarding their location and their own professional obligations, we encourage Directors to spend some time in the office together with our small team, including with the individuals partaking in our work-placement opportunities.

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## Key Skills & Experience

### As a Director of IJP:

- **Senior Management:** To bring strategic and governance oversight to Board deliberations. Previous Board membership is not a requirement but would be appreciated.
- **Passion for Social Impact:** A commitment to leveraging business activities for social good, particularly in the areas of mental health and employability.
- **Entrepreneurial Mindset:** A proactive, self-motivated approach which aligns with IJP's business model.
- **Revenue Growth:** To work with the Board, including specifically with the Chief Executive, in developing and implementing strategies to grow revenue across IJP's services, including film production, digital content creation, and social enterprise initiatives.
- **Team Player:** Strong collaboration skills when working with fellow Board members and the staff to achieve our common goals.
- **Communication Skills:** Excellent oral and written communication skills.

### For the designated business development Board responsibilities:

- **Proven Track Record:** To bring senior experience in business development to Board discussions and to support the Chief Executive and her team.
- **Client Acquisition & Relationship Management:** To help IJP identify and develop new business opportunities with clients aligned to the company's mission, such as corporate brands, public sector, NGOs, and mental health organisations.
- **Partnership Development:** To support the Chief Executive to establish strategic partnerships with charities, community groups, and mental health advocates to create collaborative, high-impact projects.
- **Proposal Writing & Pitching:** To advise and review (sometimes taking the lead) on the creation of proposals and presentations for potential clients, showcasing the company's storytelling and social impact capabilities.
- **Networking & Events:** If time allows, to represent IJP at industry events, networking opportunities, and conferences to increase brand visibility and to forge valuable connections.
- **Grant & Other Funding Opportunities:** To advise and assist the Board on alternative approaches to funding to support IJP's social impact projects.

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## Why become an IJP Director?

- **Make a Difference:** Play a pivotal role in a growing social enterprise which is committed to changing the lives of disadvantaged people for the better.
- **Gain Board Experience:** This volunteer Directorship offers an opportunity to work on impactful film and digital projects while developing your professional skills, especially for those seeking their first board-level position.



- **Shape Our Future:** Help shape IJP's business development strategy to drive the organisation's growth.
- **Creative & Collaborative Environment:** Join a flexible, supportive team that values creativity, collaboration and social impact.

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**To apply:**

Please send your CV and a cover letter of one page (maximum) to CEO Ann Summerhayes – [anns@insidejobproductions.co.uk](mailto:anns@insidejobproductions.co.uk).

Closing date for applications: 31<sup>st</sup> March 2025.



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