

## **SENIOR BUSINESS DEVELOPMENT MANAGER**

We are a leading mental health charity on a mission to support Londoners with mental health challenges find and remain in good employment as part of their mental health recovery journey. We have been changing lives for almost 30 years and are now looking to recruit a Senior Business Development Manager to lead and support bid-writing and other initiatives to drive the development of our employment support services through effective tendering for new contracts and grants. Your successful bidding will directly feed into our ambitious growth targets and enable us to extend our reach to more individuals struggling with mental health challenges.

Sitting within our parent company's Business Development Team, you will receive support for Twining tenders that you are actively working on and will also provide support to Hestia's tenders, depending on demand.

In return we offer a friendly and supportive working environment, flexible working, career development opportunities, a comprehensive training and induction programme, a generous holiday entitlement and competitive financial rewards. We also practice what we preach in terms of creating a positive working environment to support our own employee's wellbeing.

This is an exciting time to join a growing organisation with an excellent track record in delivery and winning tenders.

**Reports to: Head of Health – Business Development, Hestia with dotted line to Twining CEO**

**Location: Aldgate (with flexibility for 3-4 days of remote work per week)**

**Contract Type: Permanent**

**Hours: 39 hours per week**

**Salary: £46,380 per year**

### **PERSON SPECIFICATION**

This role would suit someone with a proven track record in collaborative new business development from concept and research to delivery; ideally in an environment working with local authorities, NHS, DWP, health bodies, and/or grant institutions. We are also looking for an exceptional communicator with strong verbal and written influencing skills across various levels of seniority. Our ideal candidate will have a strong commercial acumen, including sales and negotiation expertise, and a good understanding of the financial principles applicable in the charity sector. The successful candidate will be expected to uphold and embody the values of Twining in all aspects of their work.

### **KEY RESPONSIBILITIES**

- Lead and support the creation of high-quality bids and funding applications, including finalising technical questions and method statements.
- Manage the administrative components of the tendering process.

- Conduct research to identify income opportunities related to the employment and mental health offer.
- Build and maintain networks with local health, social care and employment agencies.
- Stay informed about procurement practices and commissioning trends in London and nationally.
- Contribute to the shaping of Twining's development strategy by identifying growth opportunities.
- Participate in events to position Twining as a thought leader in relevant sectors.
- Assist with the mobilisation of successful tenders, ensuring a smooth transition from award to contract initiation.
- Evaluate bids to improve future submissions and seek feedback on both successful and unsuccessful proposals.
- Keep updated on sector developments in employability.
- Attend meetings with Commissioners to foster relationships.
- Aid in the re-development of existing services to secure additional funding and/or efficiencies.
- Engage in tender presentations and clarification interviews as needed.
- Form partnerships and consortia to explore alternative service delivery methods.
- Support the retention of services by contributing to operational improvement initiatives.
- Coordinate with operations staff to optimise staffing structures and service delivery models for the best service user outcomes.
- Identify personal training and development needs and arrange visits to key services.
- Act as an ambassador for Twining, representing the organisation's interests with stakeholders.

## HOW TO APPLY

Please email [jobs@twiningenterprise.org.uk](mailto:jobs@twiningenterprise.org.uk) with:

- a tailored copy of your CV.
- a covering letter detailing how you meet the needs of the role. Where possible, please provide clear examples to demonstrate your experience. We will not accept generic cover letters.
- please also make sure you complete and send separately our Twining Equalities Monitoring Form which can be found in the 'Jobs' section of our website.

**The deadline for applications is: On-going.**

We will interview suitable candidates as soon as applications are received. The first interview will be a short telephone call. If successful, you will then be invited to a panel interview, with offers made after this.