

PARTNERSHIPS AND BUSINESS DEVELOPMENT DIRECTOR

Business 2 Business was set up 35 years ago to tackle unemployment and social exclusion. We recognised that local people were often not able to benefit from jobs in the local economy, and that additional support was needed to help bridge the gap.

Supporting customer needs, upskilling, addressing barriers to employment and further opportunities has always remained our top priority. We have developed our services over the years with the main focus on helping individuals to flourish in employment. Our values are at the core of everything we do and we hold ourselves to extremely high standards

Position Overview:

We are seeking an experienced Partnership & Business Development Director to join our dynamic team at a key stage in our growth journey. In this pivotal role, you'll be responsible for cultivating valuable partnerships with stakeholders and commissioners, ultimately facilitating the delivery of our high-quality services and strategic growth across core, and new business areas. Your proven ability to identify and capitalise on growth opportunities, diversify into new geographies and/or markets, along with your skill in fostering relationships, will contribute significantly to our organisation's continued success.

Key Responsibilities:

Stakeholder Engagement and Business Growth:

1. Stakeholder Engagement Strategy: Develop and implement a robust stakeholder engagement strategy to facilitate business growth and enhance relationships with key stakeholders.
2. Partner Communication: Maintain effective communication with assigned commercial partners to ensure mutual understanding of business plans and strategies.
3. Market Analysis: Contribute to identifying emerging markets, partnerships and joint ventures to achieve business growth.
4. Data Management: Implement a comprehensive system for recording stakeholder interactions, partnership groups, and opportunity engagements, ensuring efficient engagement tracking and relationship management.
5. Operational Collaboration: Work closely with operational colleagues to maintain a detailed understanding of our current contract requirements, performance metrics, stakeholder engagement strategies, and existing partnerships.

Partnership Development and Governance:

1. Partnership Cultivation: Develop and maintain commercial and strategic partnerships to capitalise on business growth opportunities. Collaborate with partners to develop mutually beneficial initiatives.
2. Governance and Assurance: Implement frameworks and practices to ensure effective governance and assurance of commercial partnerships.
3. Supply Chain and Tender Management: Develop partnerships and supply chains for bids, tenders, and proposals in alignment with business growth strategies and organisational governance guidelines.

Business Development and Delivery:

1. Opportunity Identification: Leverage stakeholder and commissioner relationships to gather intelligence and identify future opportunities. Enhance the organisational new business opportunity pipeline by providing valuable insights and information.
2. Bid Development: Collaborate with the Research and Development team and operational areas to develop partnerships that support future bidding and growth opportunities.
3. Commercial and Delivery Models: Contribute to the development of commercial and delivery models for bidding opportunities, utilising your expertise to enhance our competitiveness.

Research, Development, and Bid Management:

Research and Development Collaboration: Collaborate with the Research and Development team to support the creation of new products both within commercial bidding activities and speculative opportunities identified through stakeholder activity.

1. Bid Management: Support the preparation of supplemental bid requirements and contribute to the review of bid drafts. Facilitate the sign-off of supply chains with operational leads prior to bid submissions.
2. Post-Bid Support: Assist with post-tender negotiations and contribute to commissioner presentations. Support the implementation of successful bids alongside operational colleagues.
3. Proposal Co-Design: Collaborate with commercial partners to co-design new business models and proposals, leveraging diverse expertise for enhanced development.
4. Internal Communication: Share a detailed understanding of our current contract requirements, performance, stakeholder engagement, and partnerships with Commercial Directorate colleagues.

Hybrid Role

Salary: Competitive

To apply, please email your CV to enquiries@business2businesslimited.com