**THE ROLE**

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| **Directorate:** | Operations and Business development | **Hours per week:** | Full Time |
| **Responsible to:** | Director of England and Wales | **Contract Type:** | Permanent |
| **Responsible for:** | Three Direct reports | **Initial Base:** | Home based in England, with significant travel required. |

**YOUR PURPOSE**

To develop and pursue business development opportunities throughout England and Wales. Sustain current funding opportunities as well as expand and develop new services enabling DMWS to increase their footprint and support more frontline services. You will be responsible for overseeing key services delivered by DMWS, fostering excellent stakeholder management as well as managing cross sector partnerships and collaborations. Travel throughout England and Wales and some overnight stays will be required.

**YOU WILL :-**

* Be a professional and enthusiastic ambassador of DMWS, maintain excellent relationships with partners, stakeholders and the internal DMWS team
* Identify and pursue new business within the region aligning to the organisations missions and values
* Understand the funding cycle and prioritise sustainability of services
* Work with stakeholders to manage their needs and identify ways to enhance the service offering
* Maintain partnership agreements and governance structure for partners that we work alongside as part of our programme delivery
* Attend various stakeholder group meetings; in some cases, leading those meetings while others will be providing contribution
* Present developments and updates to the leadership team, be confident to bring new and innovative ideas to the meetings for further discussion and exploration
* Provide leadership to the team you line manage, hold team meetings, 1 to 1’s and complete appraisals
* Meticulous record keeping and data/reports are produced and submitted in a timely manner, with full understanding of the need to demonstrate outcomes being achieved and return on investment in line with the service aims.
* Monitoring issues and risks across the projects and escalating where needed.

**IDEALLY YOU WILL HAVE:**

* Business development experience with a track record of successful implementation of new business
* Experience of sustaining services past the contract end date
* Strong leadership, communication and interpersonal skills.
* Problem- solving and decision-making abilities.
* Excellent networking and collaboration skills.
* Demonstrated success in engaging stakeholders, both internally and externally.
* Experience of reporting through various media.
* Energy and drive: a proactive self-starter who can work independently and as part of a team.
* Excellent written and verbal communication skills.
* Ability to deliver interesting and impactful presentations.
* Proven IT skills (including: Excel, PowerPoint, Word, Outlook)
* Familiarity with safeguarding protocols and relevant legislation.
* Ability to keep accurate records and a good understanding of the importance of data
* A current Driving Licence and access to a vehicle.
* A willingness to travel.
* A strong commitment to work in accordance with and promote our values which are: -
  + **Commitment** - We are passionately committed in heart and mind to the people we support, delivering our service whenever and wherever they happen to be.
  + **Integrity** - We act with integrity, consistency, and honesty in all that we do.
  + **People** - We support each other. We trust, encourage, and develop our staff, because we know that it is our people who make us what we are.
  + **Working Togethe**r - We work collaboratively together and with others to provide the best possible service to the people we support.