

## Business Development & Partnership Manager

**INTERNAL VACANCY ONLY – priority consideration may be applied to those within an ‘at risk status’**

**Location: Remote working with a specific focus on Somerset and Dorset but also ability to cover Cornwall, Devon, Plymouth and Torbay**

**Salary: £43,680**

### Join Our Team

Why work for CSW?

We are people developers who strive to build better futures for our customers.

We are a not-for-profit social enterprise who inspire, develop and support people, communities & organisations to make positive change through sustainable high-quality services.

Some of the key benefits of working with CSW identified by our people are:

- Flexibility, work life balance and job variety
- Strong values, team working and social and community impact
- Attractive benefits including 25 days annual leave plus bank holidays, a paid charity day, a high employer contributing pension scheme, an independent employee assistance program for healthcare and welfare support and cycle to work scheme.

### **Are you a self-motivated and experienced manager with a track record for developing strong relationships and funding opportunities working alongside Local Authorities?**

You will need to:

- Work closely with internal Senior Managers and external stakeholders
- Lead evidence based proposals & bids
- Create pipeline and secure additional income for CSW

CSW Group are the largest single provider of information, advice and guidance services across the Southwest region and operate a range of contracts supporting young people to make successful transitions at key points of their lives. This work includes delivering careers guidance services in schools and the community, supporting young people with a range of individual needs including SEND, mental health and those involved in the Youth Justice system, as well as working with those not in education or employment (NEETs) to re-engage them in positive outcomes.

#### Essential:

- Experience of working on developmental activities with senior stakeholder staff
- The ability to form & foster relationships, communicate clearly & confidently, working effectively with colleagues, partners and other stakeholders
- Good relationships with and knowledge of priorities of LA's within the region especially Somerset and Dorset
- Demonstrate commitment to and experience of collaborative working
- Strong project management skills, with the ability to manage multiple projects at any one time
- Competent writing, research and ICT skills to include Gantt charts, Microsoft Word, Excel, presentation software and databases
- The ability to be proactive with a 'hands-on can do' attitude, to use your own initiative as well as being able to work as part of a team
- Personal confidence and resilience

- Commercial and Emotional Awareness.

Desirable

- Experience of Operational / Contract Management
- Good understanding of relevant provision and associated organisations on the patch especially Somerset and Dorset

For internal application please submit an expression of interest to HR with supporting detail evidencing how you meet the essential and desirable skill and experience requirements of the post.

Where preferred a full application form can be provided.

Alternatively, please e-mail [recruitment@cswgroup.co.uk](mailto:recruitment@cswgroup.co.uk). Details will be made available in alternative formats upon request.

**Vacancy reference: 2004**

**Closing date: 12.00 midday on the 15 June 2023**

**Interview date: w/c 19<sup>th</sup> June 2023**

Through its work CSW Group actively safeguard and promote the welfare of young people and vulnerable adults and all employees and volunteers and others working on behalf of the company are required to share this commitment. Successful individuals will be required to undergo full vetting checks including an enhanced disclosure by the Disclosure and Barring Service.

We are an equal opportunities employer and positively encourage applications from suitably qualified candidates regardless of gender, race, age, disability, sexual orientation, religion or belief.