

MY JOB: National Business Development Practice Head



WHAT I AM ACCOUNTABLE FOR:

- Deputise for the National Head of Business Development in their absence
- Lead some major and strategic bids and flexibly supporting overall team capacity
- Develop robust harmonized governance and optimised processes across all activities
- Development of a governance process for proactive growth activities
- Enhance and apply governance and project tools for use by the team
- Seek areas for practice improvement and further efficiencies
- Mentor new and existing colleagues to apply, improve and build practice
- Support content generation or storyboarding workshops / finessing sessions
- Ensure engagement with internal business functions to develop and maintain content
- Pre-submission content quality reviews and compliance to the governance framework
- Oversight of handover of contract awards to implementation colleagues
- Over-time will provide leadership to the grant programme and team
- Develop grant application functionality and performance
- Optimise internal infrastructure and governance for grant application activities
- Manage and develop the Growth Support Team and function
 - Compliance to property resourcing process
 - Compliance with contract document signing and recording process
 - Supporting future interpretation of contract documents
 - Transfer or oversight of occupancy management
 - Accurate completion of opportunity qualification documentation
 - Develop and store existing and new bid narrative and supporting materials
 - Mentor support team members into new activities – including project lead work
 - Further develop support capacity to grant funding activities
 - Conduct lesson learned activities and drive continuous improvement
 - Liaise with internal business functions to prepare them for growth and exchange information on trends, challenges and opportunities

Values Led Leadership

HOW I OPERATE:

- Provide inspirational leadership to the team and to other colleagues.
- Be ambitious for our growth potential and for the people we support.
- Live and articulate our values and bring 'inspired by possibility' to life.
- Role model standards for inclusivity, respect, quality and transparency.
- Act as a thought leader using evidence-based insight to drive strategic direction.
- Protect the business from harm and apply risk reduction strategies.
- Ensure business functions can prepare for known and future growth demands
- Drive creativity and innovation by challenging, offering, soliciting and valuing new thinking.
- Continue to learn and bring learning into the organisation.
- Be influential, constructive, collaborative and decisive in internal and external activities.
- Champion the rights of people we support and shape services in their image.
- Support the drive for coproduction across growth activities and service models

WHAT I NEED:

- Experience preferred of Substance Use or Mental Health Bids and Tenders
- Experience of sales and bid team leadership, including setting and achieving targets
- Experience of financial modelling for growth and retention purposes
- Experience of contract document content analysis and challenge
- Working understanding of regulatory frameworks across health and social care
- Working understanding of applicable procurement legislation
- Ideally experience of inputting to corporate growth and broader strategies.
- Ideally degree level qualification in a relevant business, social care or healthcare subject
- Ideally experience in opportunity risk assessment and risk management
- Ideally experience of health and social care product / service model innovation
- Ideally applied knowledge of B2B client relationship development and management

Skills \ Knowledge