

JOB DESCRIPTION



Job title	Head of Business Development, Food for Life
Reports to	Associate Director, Food for Life
Responsible for	National Development Manager (FFL Served Here), Regional Development Managers (FFL Programmes), Development Officer (FFL)
Location	Bristol or Home-based with regular and flexible travel (up to 10 days a month) required throughout the UK
Department	Food for Life
Purpose of the role	<p>In line with The Soil Association's new 10-year strategy, develop a portfolio of income generation which ensures a sustainable future for the Food For Life Programme and meets its ambitions for impact on Climate, Nature and Health.</p> <p>The Head of Business Development will be a member of The FFL Exec and work collaboratively to review, consolidate and develop a secured pipeline of income, embed new way of working both internally and externally to ensure consistency of approach and recommendations for the future of FFL programme funding.</p> <p>Lead a team of development managers across a range of programmes and products to generate a multi-component portfolio of earned income for FFL, including managing commissions and Food for Life Served Here.</p> <p>Meet agreed outcomes and targets in relation to earned income pricing and margin management, working closely with the FFL Associate Director and Group Financial Controller to ensure all models and programmes return a financially viable position for FFL.</p>
Key Relationships	<ul style="list-style-type: none"> • Associate Director, FFL • Head of Operations, FFL • Head of Impact, FFL • Head of Service Design, FFL • Head of Marketing, FFL • Senior Programme Managers • Current and Potential FFL commissioners • SA Group Financial Controller • Corporate Partnerships Manger, Fundraising
Key responsibilities	Income generation pertaining to commissions, programmes, consultancy and training, working with the fundraising team to support other income streams such as Trusts and Foundations, philanthropy and grant funding and corporate fundraising.

	<p>Ensuring a collaborative and unified portfolio of programmes and products to both internal teams and the public/client world, including Food for Life Served Here.</p> <p>Line managing the National Development Manager for Served Here and provide key support for integration of the Served Here Development Manager team.</p> <p>Managing a high performing team to secure a range of commissions and products for FFL that generate a viable and sustainable income.</p> <p>As a leader of business development, be responsible for securing a regional portfolio of commissions and products alongside the Development Manager.</p> <p>Design and lead FFL's commissionable and programmatic income strategy, to act as the lead voice from funders' and the sectors that fund FFL's work</p> <p>Lead on innovative and responsive products and services that fit funders' needs and generate future income streams</p> <p>Coordinate with the Head of Operations and Senior Programme Managers to ensure the effective delivery of all commissions.</p> <p>Work closely with the Head of Operations and Senior Programme Managers to take responsibility for securing timely and effective re-commissioning of programmes</p> <p>Build and lead relationships with all commissioners/funders, including local authorities, public health bodies, CCGs, NHS Trusts and other external stakeholders, capitalizing on existing relationships where possible and identifying new ones.</p> <p>Work to set income targets across the Development team and to secure a sustainable business model for FFL</p> <p>Work closely with Head of Operations to liaise with third party delivery partners and collaborators to develop effective systems for contract management and delivery.</p>
Qualifications	Educated to degree level or equivalent experience
Knowledge & experience	<p>Essential</p> <ul style="list-style-type: none"> • Proven track record of securing relationships and income from public, private and charity sectors, with track record of delivering 7 figure sum income portfolios • Substantial programme development experience across multiple range of settings and sectors

	<ul style="list-style-type: none"> • Substantial experience of delivering and reporting in a multi-agency partnership, preferably in education, community development or public health. • Min 5 years' experience working with public sector commissioners at director and senior level • Experienced relationship builder across multiple stakeholder types • Experience managing and motivating a team • Proven experience of managing 6 figure cost budgets and achieving commercial outcomes • Bid/tender writing with demonstrable success rate <p>Desirable</p> <ul style="list-style-type: none"> • Experience of successfully positioning programmes as a means to help stakeholders/other organisations achieve their targets • Sound knowledge of programme delivery mechanisms and the results of the evaluation
Personal qualities & Skills	<ul style="list-style-type: none"> • Strong leadership and line management skills • Excellent communication skills, both verbal and written, with the ability to deliver professional presentations • Strong influencing and negotiating skills • Excellent relationship building skills • Excellent IT skills including Word, Excel and PowerPoint
Other	Full driving licence. significant national travel and significant time away from home and mobile working
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