



## **Business Development and Partnership Manager**

<b>Reporting to:</b>	<b>Regional Director – London and West</b>
<b>Direct Reports:</b>	<b>None</b>
<b>Salary:</b>	<b>£30,000 based on a FTE of £50,000</b>
<b>Location:</b>	<b>Home Based – with some business travel throughout London, South and Southwest UK</b>
<b>Hours &amp; Basis:</b>	<b>Permanent, 21hrs per week.</b>

### **About this role:**

The Business Development and Partnership Manager will develop and maintain partnerships with funding bodies and commissioners with a view to raising Place2Be's profile with key stakeholders to ensure we are known across the region as the 'go to' provider of early mental health support for children and young people. You'll win new business by being able to communicate with commissioners providing them with the detailed information and impact evidence they need to consider Place2Be a good provider of services. Managing existing relationships, you'll grow Place2Be's footprint through increasing provisions in existing schools or community settings supporting the charity's aim of going deeper into community. This role will support the Regional Director with managing current strategically important stakeholder relationships, finding opportunities for new business in existing service areas through networking and developing new relationships and producing reports, briefings and marketing material that clearly demonstrates Place2Be's impact.

### **Key Responsibilities:**

#### **Business Development**

- Research, identify and develop existing relationships within region to build a larger network of contacts that will enable Place2Be to grow its service provision and go deeper into that community.
- Work closely with the Area Managers to understand opportunities at a local level, supporting with creating information and connections that will lead to new business being won.
- Lead on the recruitment and selection of new schools to fulfil funding requirements as detailed in the regional strategy.
- Represent Place2Be in relevant sector meetings and networks, building positive relationships with Ministers, officials and other organisations within the mental health and education sector.
- Liaise with the Place2Be central policy and research team, to ensure all statements and promotional documents and activity are supported by evidence of the impact of Place2Be's mental health support.
- Work with the Regional Director supporting on the development of a specific Marketing and Comms strategy that will increase Place2Be brand awareness, recognition and reach amongst key stakeholders.
- Increase engagement in Place2Be's high profile services such as Children's Mental Health Week and Mental Health Champions Programme.
- Ensure development work is aligned with the wider organisational strategy.



### **Partnership Management**

- Attend meetings and networking opportunities to build your network of stakeholders and commissioners across the region, including schools, local authorities, NHS boards, and third sector organisations.
- Foster relationships with commissioners and other individuals responsible for child and youth services, actively promoting and evidencing Place2Be's work and impact.
- Support the Regional Director to deepen strategic partnerships with key stakeholders such as Local Authorities and the Integrated Care Board and Integrated Care System.
- Identify and build relationships with other organisations who have similar goals and ethos to Place2Be, with the view to developing strong partnerships.
- Use data to create persuasive reports and marketing material that highlights Place2Be's impact which can be used at a local level to engage commissioners, MP's and other persons of influence.
- Record and maintain Place2Be's database (CRM) of contacts, correspondence and engagements with key stakeholders, and evaluate the quality of these relationships to inform cultivation strategies and influence planning.
- Collaborate with the other Business Development and Partnerships Managers elsewhere in the UK to share knowledge, experience and learnings.
- Maintain knowledge of competitors and market trends.

### **Business Management**

- Deal with queries from schools in relation to Place2Be services.
- Act as the main contact and account manager for key funders providing timely reports and supporting fundraising colleagues to deliver against other funder requirements.
- Lead on contract renegotiations with existing schools and other recipients of Place2Be services.
- Lead on Business reviews with schools, negotiating payment plans for those on subsidies with the view to maintaining the service provision.
- Prepare persuasive and data informed briefing materials and reports for business reviews.
- Work closely with the Commercial Contracts Manager to ensure contract information is always up to date.

### **Other duties:**

- Support the broader work of the Marketing and Communications team through the creation of content, including case studies, for marketing and promotional purposes; and participate in wider team activities including brainstorms, planning meetings and events.

The job description is a general outline of the job duties and responsibilities and may be amended as Place2Be develops. The post holder may be required to undertake other duties as may reasonably be required from time to time.

### **What you will need:**

- An understanding of the language of public service and procurement of services.
- Knowledge of the education and children and young people's mental health landscape in England.
- The ability to build positive relationships with external stakeholders for the purpose of partnership working.
- Research and networking skills.
- Evidence of generating significant income via new business
- An ability to create and manage a range of stakeholder relationships.
- Excellent communication and interpersonal skills, including the ability to develop and write well thought through proposals and accessible reports/ briefings.



- A high degree of initiative, flexibility, diplomacy and patience.
- Good numeracy skills
- Strong influencing skills.
- An interest in children and young people's mental health and early intervention.
- An ability to travel throughout the South of the UK when needed.
- A strong commitment to Equity, Diversity and Inclusion.
- A strong commitment to our values and ability to demonstrate these in your work: Perseverance, Integrity, Creativity and Compassion. <https://www.place2be.org.uk/about-us/our-work/our-mission-vision-and-values/>.

