

Advert content

Job title

Business Development Manager

The role (max 200 words)

This is a unique opportunity to join the Environment Agency at a time when we are transforming our approach to future funding, by driving greater commercialisation throughout the organisation to make the most of our existing assets, such as land, research, and intellectual property.

We are looking for someone with strong business development (entrepreneurial and income generation) skills, and who has the drive and determination to succeed.

The Business Development Manager will be key in developing, leading and implementing initiatives to generate new income from business activities. This will include:

- Exploring opportunities for generating income from providing services, based on existing and new activities undertaken by the Agency. This will involve:
 - Working with National and Operational staff to understand current activity around generating income;
 - Working with other organisations to learn lessons on how they have exploited business opportunities;
 - Explore opportunities internationally through working with e.g. FCO, DIT;
 - Engage, influence and support colleagues in setting up contracts for new business.
- Work with DEFRA and HM Treasury to understand and address any policy or legislative barriers to exploiting commercial work.
- Develop and embed a Business Development Strategy for the Environment Agency, which sets out the extent of our ambition to generate new income over the next five years.
- Influence across the organisation to ensure appropriate structures and governance are in place so business development work can be maximised and sufficiently resourced, whilst still ensuring delivering of our day job.

The team (max 75 words)

This role sits in the Environment and Business directorate reporting to the Deputy Director of Navigation and Commercial Development. The role will have line management responsibility for one Senior Adviser post, who will support in the delivery of the organisational approach to securing new income.

Experience/skills required (max 150 words)

In addition to strong commercial and business development skills, you will have outstanding engagement and influencing skills, with an ability to build relationships with key partners. It will be these commercial skills and business acumen, rather than your sector-specific knowledge, which will set you apart.

Essential skills and experience:

- Significant evidence of the successful design and delivery of new business strategies that generate income.
- Strong commercial acumen with extensive experience in developing and delivering business opportunities, which achieved growth.
- Strong engagement and influencing skills, with the ability to gain the respect of, and buy in from staff and stakeholders at all levels.
- Ability to build and nurture a network of contacts, develop key relationships and opportunities, and use these to support the delivery of key business objectives.
- Ability and experience in driving through positive changes in complex organisations to support culture change;
- Well-developed stakeholder management, analytical and problem-solving skills using a range of techniques and tools.

Additional useful information (max 75 words)

As a national role, location is flexible but must be office based. Travel to other Environment Agency offices may be required as part of the role.

Currently this role is being advertised as a fixed term role for two years, however there is a possibility that the role will become permanent in the future.

Closing date for applications: 31 January 2019

Assessments for this role will take place during February 2019

For an informal discussion about the role, please contact:

Neil Davies on 07787128701 or email: neil.davies@environment-agency.gov.uk