

Advert content

Job title

Senior Adviser, Business Development

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, intellectual property. This is one of two roles we are currently advertising to develop a small team with the right, business development, networking and influencing skills, in order to create a team with drive and determination to succeed.

The Senior Adviser will advise on and support the development of the EA's ability to generate new income from business activities. This will include:

- Working with and advising colleagues from across the organisation to establish the EA's business development capability and capacity. This will involve:
 - Working with legal to establish the process for setting up commercial contracts;
 - Producing appropriate guidance to support operational colleagues in exploit income-generation opportunities;
 - Establish appropriate external networks to learn from others experiences in business development, but also to identify new possible opportunities (including those internationally).
- Supporting colleagues in winning and setting up contracts for new business and promoting the EA's offer.
- Establish and maintain working level contacts with DEFRA and HM Treasury to ensure we are compliant with HM Treasury rules on commercial work.
- Support the Business Development Manager with the development and implementation of the EA's Commercial Strategy.

The team (max 75 words)

The role will sit within the Navigation and Commercial Development team and will report to the Business Development Manager. The post-holder must be capable of delivering with minimum supervision so will have a lot of autonomy. They will be able to work and pace and with a great deal of uncertainty when reviewing options and making recommendations to the Business Development Manager and Deputy Director.

Experience/skills required (max 150 words)

In addition to commercial and business development skills, you will need to have strong project management skills and experience, with the ability to manage several key priorities

and projects simultaneously. As well as good engagement and influencing skills, to enable you to build relationships with key partners to support your delivery.

Essential skills and experience:

- Significant experience in developing and delivering commercial opportunities, which achieved either business growth or new sources of income.
- Strong project management skills, including engagement with key stakeholders and to ensure high quality planning and risk management activities.
- Ability to build and nurture a network of contacts and managing a pipeline of commercial opportunities.
- Experience of effectively managing several projects and /or competing business priorities at once.
- Good engagement and influencing skills, with the ability to develop key relationships and use these to support the delivery of key business objectives;
- Strong analytical and problem-solving skills using a range of techniques and tools.
- Good written and oral communication and presentation skills.

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