



## **Business Development Consultant**

Green Shoes Arts CIC supports residents of Barking & Dagenham to create positive change in their own lives and in their local community, through the arts.

Founded in 2009, we've grown from four friends running drama workshops with young people to a thriving Community Interest Company employing four staff, delivering eight weekly sessions to over 100 participants each week and producing high quality community events and performances. We have supportive funders, committed participants and a network of inspiring partners.

We are seeking a Business Development Consultant who will work alongside the Artistic Director to:

- \* plan and implement a business strategy
- \* plan and implement a fundraising strategy
- \* develop and diversify our income streams:
  - drafting and submitting Grant and Trust Fundraising bids
  - explore trading and service contract options
  - explore corporate partnerships

We have a great expertise in the field of arts and mental health and believe our model of engagement is one that can be rolled out into other commercial settings to improve mental health and wellbeing of workforces and individuals. We have the ability to support organisations to be happier, more productive spaces to work in. We are looking for someone who has the vision and drive to help us make this happen.

Working closely with the Artistic Director and Board Members, this role offers an exciting opportunity to help realise the full potential of this unique organisation to deliver contracts & services that enable our charitable work to continue supporting the most vulnerable people in society.

Experience of business development within the cultural/arts sector is desirable but not essential – we envisage the right support could also come from someone from a charity, heritage or corporate sector background.

### **Deliverables:**

- Create and Implement a company-wide business and fundraising strategy
- Develop and Initiate a trading and/or service contracts delivery plan
- Support and maintain current delivery models and income generations
- Develop new delivery models, utilising assets to increase revenue
- Identify and establish commercial and corporate partnership opportunities
- Lead initiatives & develop new relationships to generate and engage with business partners to build new business for the company.
- Draft 3+ applications to trusts and foundations for charitable income generation
- Deliver the completed proposal within 6-8 months of beginning the contract



## Person Specification

- Strong communication and interpersonal skills
- Proven knowledge and execution of successful development strategies
- Focused and goal-oriented
- Ability to work quickly and accurately, responding to feedback in a timely and professional manner
- Ability to work independently or as part of a team

This is a freelance contract for the fee of £7,000 paid on a self-employed basis inclusive of per diems, travel and holiday/sick pay. The post will require remote working with occasional travel for in-person meetings at our base in Barking and Dagenham.

To apply for the role, please submit;

- A proposal outlining
  - how you would complete the brief within the budget
  - the proposed time frame for completion
- A covering letter detailing
  - business development experience,
  - fundraising successes
  - evidence of diversifying income streams
  - experience of developing and initiating new models of operation

Please send applications, via email to Artistic Director, Nikki Watson by 6pm on the 14th September 2020, at [nikki@greenshoesarts.com](mailto:nikki@greenshoesarts.com)