

Erosh - Business Development Project

Time commitment

2 days a week (8 days a month) over a 3 month period . Alternative arrangements may also be considered e.g. consecutive days over a shorter period or slightly fewer days over a longer period.

Fees

Total of 24 x 7 hour days at £300 per day = £7,200

Location

Home-based anywhere in the UK with possibly some UK travel (which may include Scotland and Northern Ireland) when safe for which reasonable expenses are paid.

Contract type and notice period

Fixed term contract from agreed start date. Erosh staff are self-employed consultants working flexibly from home. You will not be an erosh employee in any capacity and hours can be worked flexibly to meet agreed objectives, priorities and deadlines outlined in a contract/Service Level Agreement. Erosh does not provide holiday/sick pay, nor home/office costs; you will be responsible for your own tax and NI.

Operational area

All UK countries

Contract/project manager

Chief executive

Reporting staff

None but collaboration with colleagues: Administrator, Marketing Manager, Code of Practice Manager.

What we are looking for

Erosh is an established charity in the sheltered and supported housing sector and we are looking for someone to generate new business to meet membership and Code of Practice (CoP) growth across the UK.

You will be a confident, experienced and enthusiastic business/membership development manager who likes building relationships with people at all levels in different types and sizes of organisation. You will also rise to the challenge of converting conversations into new members and CoP registrations.

You may have already been successful in a business development or relationship management role with a track record of achieving results. You will be confident at presenting in formal and informal settings and engaging with customers to win business.

As this is a time limited role, it would be an advantage if you had some understanding of the sheltered and retirement housing sector so you can hit the ground running.

You will like working independently, planning/prioritising your own work, and working flexibly without set hours, supervision or formal performance management to achieve agreed objectives over a set time period.

Key functions

- To increase membership in all categories and sub-categories
- To increase take up of the erosh Code of Practice

Specific tasks

- To develop our existing customer database and use this to determine priorities for membership and CoP promotion
- To follow up existing leads and contacts and generate new ones
- To capture market intelligence to inform the development of erosh member benefits and services, and to identifying gaps and potential new business opportunities
- To support existing and developing new member networks throughout the UK
- Depending on agreed priorities, to represent erosh at events to promote membership and the CoP
- To provide regular (to be agreed) analytical reports on business development activities
- To attend quarterly Trustees' meetings and other meetings if requested
- Undertake any other activities relating to business development activities as requested
- To leave a clearly documented framework for the continuation of this work

You will be able to

- Grow business for a charity, professional body or membership organisation
- Develop and maintain excellent relationships with people at all levels in different types of organisation
- Convert conversations and relationships into new customers
- Generate new leads as well as follow up existing leads
- Analyse customer data, insight and segmentation to identify growth opportunities
- Communicate effectively and persuasively
- Have a strong attention to detail as well as accurate record keeping
- Self motivated and able to work on own initiative in collaboration with a dispersed team of consultants
- Organise, prioritise and manage your own time and workload to meet agreed targets and outcomes
- Know something about the sheltered and supported housing sector

To discuss this project in more detail, please contact:

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If you would like to apply to manage this project, please email your CV to ceo@erosh.co.uk