

## Business Development and Innovation Guardian

(£38,000 - £44,000 per annum)

part time (3 or 4 days a week considered)

We're looking for a Business Development and Innovation Lead (Guardian). We are growing the company and are looking for a great business-minded individual to join our senior leadership team to work with other leads; supporting the growth and development of our personalised children's services. We want to reach more children, young people and families and you will be key in supporting this mission.

### **About AlphaC:**

We are a business with a focus on purpose, people and profit.

We strive to put our people first with flexibility of working and autonomy to carry out their roles and responsibilities; caring about outputs and outcomes rather than keeping track of hours. We have the attitude that as long as the job is getting done well and there is great connection with other team members, we will trust you to make decisions on where and how you work best.

### **Our Values:**

**Neurodiversity** – Celebrating and encouraging differences

**Innovation** – Achieving excellence through creativity

**Professionalism** – Demanding integrity and quality in all we do

**Compassion** – Ensuring care and understanding is underpinned by sustainable support

We are a values-led organisation so our values are central to the development of our policies, procedures and practice.

### **The role:**

You'll drive revenue growth by identifying, securing and developing new business opportunities and securing funding and procurement contracts; enabling us to reach more children and young people in need of support. Operationally, you'll build lasting commercial relationships and manage the contracts with our current commissioners and clients. Strategically you will play a key role in the development and implementation of our strategic planning and growth.

Our ideal candidate is someone who cares about our purpose and can develop, monitor and deliver on ambitious strategic business and marketing plans. As well as being able to build

great relationships with clients, we're looking for someone who likes change for the right reasons and is skilled at finding innovative solutions to business challenges.

You'll need to work collaboratively with service, admin and leadership teams and be confident in establishing rapport with clients, senior stakeholders, funders and business growth organisations. A proven track record in B2B sales, growth and innovation, business development or writing successful funding bids will be a must.

**Visit us:**

We encourage any interested applicants to come to our base at Hethel Engineering Centre and meet some of the team to understand more about our work and our culture to help you.

For more information and an application form, please contact Amy Eleftheriades or Leona Brown on (01603) 926170

Alpha Inclusion and Communication is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share in this commitment. This post is 'exempt' from the Rehabilitation of Offenders Act 1974, so you will be required to declare: ·

- All unspent conditional cautions or convictions under the Rehabilitation of Offenders Act 1974 ·
- All spent adult cautions (simple or conditional) or spent convictions that are not 'protected' as defined by the Rehabilitation of Offenders Act 1974 (Exceptions) Order 1975 (as amended) The amendments to the Exceptions Order provide that certain 'spent' convictions and cautions are 'protected' and are not subject to disclosure to employers and cannot be taken into account."

Please note this position will be subject to a satisfactory DBS check.