



## **JOB DESCRIPTION**

**POST:** **Business Development Manager – Social Care Services**

**SALARY:** **£40 - £50k depending on skills, experience and qualifications**

### **Job Summary:**

Ability Housing Association is seeking a Business Development Manager to lead and develop our social care services. This role involves identifying and pursuing new business opportunities, building relationships with partners and stakeholders, and overseeing the successful submission of tenders & implementation of projects and initiatives. The ideal candidate will have a passion for social care and a proven track record of driving growth and business development in the sector.

### **Key Responsibilities**

- Develop and implement a comprehensive business development strategy for Ability Housing Association's social care services.
- Build strong relationships with key stakeholders, including local authorities, healthcare providers, and other organisations working in the social care sector.
- Identify new business opportunities and lead the development of proposals submitting competitive tenders for new social care business and initiatives.
- Identify funders and submit proposals to donors and funders for voluntary services which are ineligible for health and social care commissioned funding.
- Collaborate with internal teams, including operations, finance, and marketing, to ensure successful development of tenders and implementation of projects and initiatives.
- Monitor and report on the performance of social care services, identifying areas for improvement and implementing changes as needed.
- Keep up to date with trends and developments in the social care sector, including changes in legislation and regulation, and incorporate them into the business development strategy.



Qualities	Person specification
<p><b>Skills, experience and qualifications</b></p>	<ul style="list-style-type: none"> <li>• Bachelor's degree in a relevant field, such as business, healthcare, or social care. (D)</li> <li>• Proven track record of success in business development, particularly in the social care sector having won new business in excess of £1 million (E)</li> <li>• Excellent communication, relationship-building, and negotiation skills. (E)</li> <li>• Strong project management skills, with the ability to oversee multiple initiatives simultaneously. (E)</li> <li>• Understanding of the social care landscape and regulatory environment. (E)</li> <li>• Ability to work independently and as part of a team, with a focus on achieving business goals. (E)</li> <li>• Knowledge of relevant IT systems and tools, including CRM systems and Microsoft Office. (E)</li> <li>• Demonstrable commitment to Equality and Diversity (E)</li> <li>• An understanding of disability issues and barriers to equality and inclusion (E)</li> <li>• Committed to displaying and leading others to display the AbilityPositive+ values and behaviours at all times. (E)</li> </ul>