

ROLE DESCRIPTION

Short-term business development contract (3 months with a possible extension) to build a pipeline of commissioned, income generating art therapy work

Flexible working is possible

Fee: £6,500

Responsible to the Art Therapy Projects Manager

Teapot Trust is a charity providing a UK wide programme of art therapy and creative health interventions in hospitals, in community settings and online to support the mental health and wellbeing of children and young people living with chronic and/or physical conditions and their families. The young patients we work with often say they feel “invisible” because their illness has no obvious outward sign but they suffer greatly. They often feel misunderstood and even that others don’t believe they’re in pain, so talking about their condition is not easy. Through the gentle process of art therapy – often effective where talking therapies have failed – we help children to come to terms with their diagnosis and cope with their treatment regime and the wider impact of their illness. We support them with self-expression, build their resilience and help them explore coping tools.

The charity employs a staff team of 7 who punch above their weight, working with inter-dependency. Art Therapy is delivered by a wider team of professionally qualified and registered sessional art therapists.

The short-term business development contractor will report to the Art Therapy Projects Manager.

Purpose

- To build a pipeline of commissioned, income generating art therapy work – from hospitals and others (e.g. clinical psychology, young people’s mental health facilities, special schools and children’s hospices)
- To negotiate and prepare contracts ensuring an agreed surplus is achieved
- To plan the phasing of the art therapy delivery with the Art Therapy Projects Manager
- To promote and sell Teapot Trust branded art therapy training and resource materials to art therapy colleagues working in other health and wellbeing contexts

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Key requirements

- Proven track record in business development
- Excellent relationship building skills
- Excellent listening, writing and presentation skills
- Quick learner

Main Responsibilities

- To target hospitals, clinical psychology, health facilities, special schools and others as agreed with the Art Therapy Projects Manager
- To engage potential customers in dialogue about meeting the needs of children and young people living with any chronic/physical condition through bespoke art therapy
- To share illustrations, stats and testimonials highlighting the impact of Teapot Trust's work
- To work to targets to build a pipeline of phased work for the year ahead
- To negotiate contracts at a level that generates e.g. a 30% surplus – an important contribution to the charity's core running costs
- To produce regular progress reports of pipeline activity
- To promote and sell Teapot Trust branded art therapy training and resource materials to art therapy colleagues working in other health and wellbeing contexts
- To work closely with the Art Therapy Projects Manager

Contractual Terms

Flexible working is available. A fee of £6,500 is offered for a short-term contract of 3 months with the possibility of an extension. Payment will be made on/around the 26th of each month.

Application Process

To apply, please submit a tailored CV and cover letter, explaining your suitability to Kirsty De'Placido, Art Therapy Projects Manager. Please emailing kirsty@teapot-trust.org by Friday 10 December 2021.

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