



Working with us:

Lead Business Development Officer

Job Pack – February 2024



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A note from our CEO, Derek Mitchell

“Thank you for your interest in joining the Citizens Advice Scotland team. Our employees play a critical role in helping to make society fairer, and in supporting our network of Citizens Advice Bureaux across Scotland.

We hope this pack will give you the information you need to decide if a role with us is right for you. We rely on each member of the team to bring their own unique skills, experience, views and commitment to our goals – it’s that combination which makes our organisation what it is.

The Citizens Advice network in Scotland provides much-needed advice and information to people of all walks of life, on a huge range of issues. We give a piece of advice every 19 seconds – face to face, online and by phone. The services we and our members provide make a difference in communities across Scotland and the rest of Great Britain, ensuring people are aware of their rights. It’s a powerful thing to be part of.

We look forward to hearing from you if you decide to apply, and to learning more about what you can bring to this role, and to the team.”



Derek Mitchell, CEO
Citizens Advice Scotland



About Citizens Advice Scotland

The Citizens Advice network in Scotland is the largest independent advice service in the country. Citizens Advice Scotland is a charity within this network – we act as a national organisation supporting and representing the service as a whole and the interests of citizens.

At the heart of the network there are 59 individual citizens advice bureau organisations across Scotland, all operating as independent charities in their own right, and generally focusing on providing support directly to clients. Each of these organisations is a member of Citizens Advice Scotland. Also providing significant added value are the national elements of the service run out of Citizens Advice Scotland, such as the Extra Help Unit.

We believe that every citizen should have access to free, impartial and confidential advice that helps them make informed decisions, whenever they need it and however they choose to access it. Whether that's face-to-face, over the phone or online, people know that wherever they see the familiar blue and yellow of our brand, they are guaranteed the same high quality of free, impartial and confidential advice.

Citizens Advice Scotland is committed to promoting diversity and inclusion. We offer a range of family friendly, inclusive employment policies and flexible working arrangements to support all our staff. We are also committed to equality of opportunity for all and applications from individuals are encouraged regardless of age, disability, sex, gender reassignment, sexual orientation, pregnancy and maternity, race, religion or belief and marriage and civil partnerships.

Find out more at www.cas.org.uk.

Employee Benefits

Our people are our greatest strength and make Citizens Advice Scotland a great place to work. We place our people at the forefront of everything we do, and we offer a wide range of benefits to show how much we value everyone who works for us.

Work-life balance



- > **35 hour full time working week**
- > **Flexible working opportunities for everyone**
- > **Flexitime system**
- > **Blended/Hybrid Working**
- > **Generous leave:** 30 days annual leave + 10 days public holiday

Health and wellbeing



- > **Occupational Sick Pay:** up to 6 months full pay and 6 months half pay dependant on length of service
- > **Life Assurance Scheme:** financial security and reassurance for employees and their families.
- > **My Gym Discounts:** join gyms, health clubs, leisure centres, yoga studios, boot camps and outdoor activities at a discounted rate.
- > **Annual On-site Employee Health Checks**
- > **Employee Counselling Service**

Financial benefits



- > **Pension scheme:** save for your future with an 8% employer and 4% employee contribution.
- > **Capital Credit Union:** access ethical financial services with a credit union membership.
- > **Independent Financial Advice**
- > **Access to Employee Benefits/Discounts:** including special offers, discounts and deals from over 200 suppliers

Other benefits



- > **Generous Maternity, Adoption and Paternity Pay**
- > **Enhanced occupational Sick Pay**
- > **Family Friendly Policies and Support**
- > **Season ticket loans:** take out an interest-free season ticket loan to save on travelling to and from work
- > **Salary sacrifice schemes:** Various schemes including Cycle to Work and Home Technology schemes.
- > **Paid time off to volunteer**
- > **Learning and Developing Opportunities for all**

About the role

About the role

- > **Job title:** Lead Business Development Officer
- > **Location:** Edinburgh (with options for Blended Working) Edinburgh/Glasgow (with options for Blended Working) (min 1 day a week at the office. This is a minimum, but a successful candidate can opt to be office based 5 days per week)
- > **Hours per week:** 35
- > **Type of contract:** Permanent
- > **Job Level and Salary Scale:** Level 4, £29,948 - £36,603 per annum, commensurate with experience

*The successful candidate's salary will be determined in line with their skills and experience. New employees are normally appointed at the lower end of the salary scale and potential candidates should not expect to be appointed above the midpoint of the salary scale.

- > **Closing date:** 27 February 2024, 5pm
- > **Interviews:** 6 -7 March 2024

About the job

Business Development across Citizens Advice Scotland and the Bureaux Network provides a vital capability to meet our strategic aims and to support the Network's ambitions, as well as to secure the future of our services.

The Lead Business Development Officer works within the business development team responsible for developing and executing our finance strategy to ensure our service areas are more financially resilient, key areas of growth are identified and strategies are in place for maintaining our current funding levels.

The business development function aims to build capacity across restricted, un-restricted and re-commissioning funding streams by undertaking a business development and income generation role at a national, regional, and local level.

The Lead Business Development Officer collaboratively researches and develops new funding opportunities and revenue, from early identification, positioning, pursuit through to proposal submission. Working in partnership with the CAB Network you will ensure the function is actively involved, both locally and nationally, developing and supporting compelling propositions to funders. You will be required to take a lead role in horizon scanning, researching, preparing for, and developing proposals and bids, working with colleagues across the organisation to develop a highly competitive, compliant, and persuasive business submissions.

Working with colleagues you will ensure we have a comprehensive database for each service area that includes a full understanding of the core and non-core advice areas we operate in, including funding flows, competition, the political environment and the opportunities within each, both nationally and locally.

Building and maintaining effective relationships is key to this role. This is a full time and fast paced role.

This role offers you the opportunity to work at the heart of supporting Scotland's largest independent advice network and to make an invaluable contribution to citizen's lives.

How to apply

To apply for this role, please send completed copies of the **Personal Details Form**, along with your current **CV** to: recruitment@cas.org.uk

In addition, we ask you to provide a **written statement** with examples which demonstrate how you meet the requirements of the post, as set out in the job description and person specification.

Equality & diversity monitoring

To help Citizens Advice Scotland monitor equality and diversity statistics please return the Equality & Diversity Monitoring Form **separate** from your other application documents by emailing it to: equalitymonitoring@cas.org.uk



Job description

- > **Position:** Lead Business Development Officer
- > **Responsible to:** Head of Business Development
- > **Line manager responsibility:** No
- > **Budget responsibility:** No

Key responsibilities

- > Provide an effective, efficient, and responsive business development service, including proactive opportunity identification and management of the associated pipeline, gate review and approvals process.
- > Collaboratively develop specific plans, in partnership with local and national staff, for each of our restricted, un-restricted and re-commissioning funding streams.
- > Engage across the organisation, locally and nationally, to ensure specific strategies, plans and bids on behalf of the organisation are in place with a key focus on deliverability, participation, and outcomes.
- > Lead on developing propositions, including proposals and bids, that are aligned with our strategic ambitions, are price sensitive and do not risk our brand or reputation.
- > Co-ordinate the continuous development and management of the business development Knowledge Hub to ensure all information is gathered, analysed, reviewed and available to support and share with the CAB Network for future business development and income generation opportunities.
- > Support the development and implementation of best practice systems, processes and tools that make delivery better and more cost effective.
- > Develop and maintain our Client Relationship Management processes for the identification and development of relationships with external partners within agreed advice service areas.
- > Build strong links with other teams within CAS and across the Network as a whole, evaluating and learning from collaborative business development activities and keeping on top of best practice.
- > Deputises for the Head of Business Development on business development matters.
- > Undertake any other duties as may be reasonably required within the scope of the role.

Accountability and Decision Making

- > Accountable for continuous development of the business development opportunity pipeline, executing opportunities, for developing and maintaining key relationships and for detailed reporting.
- > Responsible for maintaining a coherent and effective communication and engagement plan across all opportunities, involving all stakeholders.
- > Expected to make recommendations based upon knowledge of the situation, sound judgment and experience.

Problem solving and Complexity

- > The type and scope of problems encountered varies on a day-to-day basis, so the post holder must demonstrate problem solving skills, flexibility in approach and logical thought processes.
- > Resolution of one-off ad hoc problems.
- > The ability to work both independently and collaboratively with others to find creative and innovative solutions.
- > Ability to solve complex problems in areas such as capturing and interpreting relevant information and data, managing queries and issues, assessing and prioritising opportunities and creating detailed, compelling proposals.

The above job description is not exhaustive and is clarified to include broad duties inherent in the post.

Person specification

Knowledge, skills and experience

Essential

- > Proven experience in a supporting role within a complex environment involving multiple internal functions and external stakeholders.
- > Knowledge and experience of business development, including client relationship management as well as proposal and bid submissions, including commercial tenders.
- > Ability to plan and work effectively under pressure and to deadlines.
- > Ability to gather and coordinate complex information to undertake analysis, produce quality reports and formulate recommendations.
- > Ability to apply a logical and analytical approach to work.
- > Strong written communication skills, including the ability to communicate complex information clearly, accurately and in a succinct way.
- > Proven relationship building, influencing and verbal communication skills including collaborative problem solving/co-design, managing expectations, monitoring quality levels, resolving issues.

Desirable

- > Experience of MS Excel, including automation and data analysis techniques including pivot tables.
- > Demonstrable experience of creating reports on business risk, performance monitoring and reporting to a senior level within a similar organisation.
- > Knowledge and use of Public Contracts Scotland eTendering system.
- > Knowledge and use of a CRM monitoring and reporting system.

Additional requirements

- > Willingness and ability to travel within Scotland and occasionally within the rest of the UK involving work out with normal office hours and overnight stays.
- > Understanding of and commitment to the aims and principles of the Citizens Advice service.

www.cas.org.uk



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[CitizensAdviceScotland](https://www.linkedin.com/company/CitizensAdviceScotland)

The Scottish Association of Citizens Advice Bureaux – Citizens Advice Scotland. Scottish charity (SC016637) and company limited by guarantee (89892)