

The Offices  
Fountain Mews  
Fountain Road  
Bridge of Allan  
Stirling FK9 4EN

## Vacancy: Development Officer

**£30,284 to £34,554 per annum pro rata, depending on experience**

Permanent contract, working three days (22.5 hours) per week.

Flexible, parent-friendly hours by arrangement, home-based/remote working available, some travel required

### JOB DESCRIPTION

#### Purpose of the role

The role of Development Officer is to develop and deliver our serious games for communities and organisations to support strategic development and community engagement. This new role will include both building new and existing relationships and partnerships, as well as delivering events and workshops, as part of the Socialudo team.

The new role will focus particularly on business development for our [GadgetMatch](#), [Community Resilience](#), and [SocialDeal](#) serious games. The Development Officer will report to the Creative Director and will have some responsibility for supervising facilitators.

#### Role responsibilities

- Building and maintaining relationships with key stakeholders and potential clients for our games, including local authorities, schools, health and social care partnerships, third sector organisations and others
- Business development and proposal writing for potential customers of our serious games
- Developing new partnerships with organisations, working together with the Socialudo directors
- Presenting our work to stakeholders at meetings, events, conferences and exhibitions
- Preparing organisation-level workshops, to tailor content to their needs, and supporting the reporting and follow-up
- Delivering serious-game workshops for organisations, either in support of the Socialudo directors or leading with support from our facilitators
- Recording and evidencing impact from our games, towards our aims as a social enterprise
- Producing content about our games and events for our website, social media and blogs

## PERSON SPECIFICATION

### Essential criteria

- Experience and understanding of business development, particularly with organisations in the public and third sectors
- A confident communicator and presenter, with strong networking and relationship-building skills
- An enthusiasm for learning about and using serious games as a method for engagement and organisational development
- An understanding of the social policy landscape in the UK
- An effective facilitator for delivering in-person (and occasionally online) meetings and workshops with organisations
- Good time management, and an ability to manage multiple projects
- Sound professional judgement and ability to act with discretion
- Able to work both on own initiative and as part of a wider team
- Working knowledge of Office applications including Word, Excel, PowerPoint and Teams/Zoom

### Desirable criteria

- Relevant work experience in a business development role.
- Experience of using Customer Relationship Management software, such as HubSpot
- Understanding of empowering, co-production and/or capacity building
- Interest in or experience of using serious games or play as a method for learning, training, planning or research

### About Us

Socialudo is a small social enterprise dedicated to helping organisations and communities achieve positive change through using serious games. Founded by Vikki McCall and Alasdair Rutherford in 2023, we deliver games large and small to a range of customers in the public and third sectors, as well as delivering free events to maximise our impact. Currently Socialudo has a staff team of six, with a wider team of facilitators, and we are fast-growing with ambitions to create even more impact with our work. This exciting new role will be critical to those ambitions, and we are looking for the right person to help us achieve big things! Find out more at [www.socialudo.org](http://www.socialudo.org)

### How to Apply

To apply, please email your CV and a cover letter explaining why you'd like to work for Socialudo and how your skills and experience make you a great candidate for this role to [jobs@socialudo.org](mailto:jobs@socialudo.org) by **12 noon on Monday 22<sup>nd</sup> September 2025**. Interviews will be held on Friday 26<sup>th</sup> September 2025. Please do contact Alasdair at the [jobs@socialudo.org](mailto:jobs@socialudo.org) if you have any questions about the role or would like an informal chat before applying.