

## **Business Development Manager**

*Generation Rent* campaigns for professionally managed, secure, decent and affordable private rented homes in sustainable communities.

### **Purpose of the role:**

To found the financial stability, sustainability and success of *Generation Rent* and the impact of its work by building multiple streams of revenue. These streams will include accessing philanthropic giving from Trusts and individuals as well as creating products and services that can be delivered by *Generation Rent* through a social enterprise model.

### **Job Description:**

#### **Fundraising**

1. Implementing a high net worth fundraising programme and organising gala events
2. Developing products and services for sale to local authorities
3. Leading on Trust, Corporate and Statutory fundraising ensuring sustainable funding for the organisation and its objectives, in particular by seeking grants, sponsorship and other income streams.
4. Working with the Community Campaigns Manager to develop and implement an individual giving strategy.
5. Developing merchandise for sale to individual supporters

#### **Contributing to the business**

6. Carry out consultancy work as required.
7. Promote consultancy services to local authorities and other stakeholder groups.
8. Management of staff and volunteers, including good HR practice, performance management, setting objectives and appraisal.
9. To promote diversity and equality of opportunity in the organisation.

### **Personal specification:**

#### **Essential**

1. Excellent communicator and persuader
2. Proven fundraiser
3. Proven business planning experience
4. Attention to detail
5. Excellent interpersonal skills and ability to work with members of the public and colleagues at all levels
6. Ability to work as part of a team and on own initiative
7. Strong organisational skills
8. A high level of competence in MS Word, Outlook and Excel
9. Creative, entrepreneurial and innovative thinker

#### **Desirable**

10. Experience of the charity and/or housing sector
11. Experience of working with volunteers
12. Aligned with the values and mission of *Generation Rent*

Salary: £32,000 per annum pro rata & pension contribution

Location: London

To apply send a covering letter and CV to [alexhilton@generationrent.org](mailto:alexhilton@generationrent.org) with "Business Development Manager" in the subject.

Application Deadline: March 5<sup>th</sup>, 2014