



Role: Business Development Manager
Location: The Melting Pot, 15 Calton Road, Edinburgh, EH8 8DL
Salary: £35,000 per / year
Contract type: Full Time (30 hours a week)
Contract length: Permanent
Info & application: <https://www.themeltingpotedinburgh.org.uk/resources/recruitment/>

Closing Date: Wednesday 29th November
Interview date: Thursday 7th December

The Melting Pot, Scotland's Centre for Social Innovation, is looking for a Business Development Manager. We have a new strategy for the future and are looking for someone who has proven business development experience to help us achieve our objectives.

Flexible terms can be agreed.

Our vision: A society which has a vibrant, creative, resilient, and effective social innovation community.

Our mission: Is to stimulate and support social innovation.

Our values in action: Respectful, practical, inspiring, transformational, connecting.

Our standards of action: User-friendly, welcoming, clean, and tidy, clear, efficient, responsive

JOB PURPOSE:

The Melting Pot, Scotland's Centre for Social Innovation, is looking for a Business Development Manager. This role is for someone with proven business development experience, with strong interpersonal skills, who has a genuine commitment to and passion for creating positive social impact.

 Foster growth and sustainability of The Melting Pot

- Increase our impact within the social innovation landscape in Scotland.
- Contribute as part of a growing team to achieve The Melting Pot's business strategy.

MAIN DUTIES & RESPONSIBILITIES:

- Develop and nurture partnerships with key stakeholders, potential partners, and businesses to advance our strategic objectives.
- Identify and apply for funding opportunities.
- Achieve targets for our sustainable revenue streams (Consultancy, Membership, Good Ideas).
- Outreach, increase the visibility of The Melting Pot through attendance at events and conferences, attracting new partners and showcasing our work.
- Work closely with the CEO and The Melting Pot team to align business development strategies with our strategic objectives.

SKILLS & QUALIFICATIONS REQUIRED:

- A proven track record in business development (preferably in the social innovation or non-profit space).
- Demonstrated ability in partnership development, fundraising, and revenue generation.
- Negotiation and relationship building, strong interpersonal skills to build and maintain partnerships with a diverse network of stakeholders.
- Strong verbal and written communication skills for networking, presenting and compiling proposals.

To apply, download the full job description and our application form from our website and return electronically to: helen@themeltingpotedinburgh.org.uk stating the job title in the subject field.

Please note: Interviews will take place on **Thursday 7th December.**

For any enquiries, contact **Helen Denny; helen@themeltingpotedinburgh.org.uk**