



Job Description

Business Development Manager

The Melting Pot, Scotland's Centre for Social Innovation, is looking for a Social 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:

- 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.

Line Manager:

Helen Denny (CEO)

Hours per Week:

30 hours per week (Full-time)

We are a Flexible Working Employer

Many of our staff work flexibly in different ways, including part-time. Please talk to us at interview about the flexibility you need. We can't promise to give you exactly what you want, but we will work with you to find the best fit for you and the demands of the role.

Rewards & Benefits

- Annual leave 32 days (+ 1 day for every full year worked, max 5 extra days)
- Reduced working hours employer (full time hours 30/week)
- Employer pension contributions 4% (1% over minimum)
- Use of personal mobile phone, monthly allowance.
- Flexible work employer
- Real Living Wage employer

- Annual pay review
- People management and engagement process
- Gender Neutral Period & Menopause Policy
- Gender Neutral Toilets
- Local business discounts

Personal Qualities and Experience

Experience and Skills:

- 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.

Desirable but not essential:

- Project management, experience in designing, implementing and evaluation of social impact projects.
- Financial acumen, proficient in understanding and managing budgets for proposals and tenders.

Personal Qualities:

- A genuine commitment to and passion for creating positive social impact.

- Flexibility to navigate challenges and embrace change in a dynamic environment.
- Innovative thinking, able to think creatively, finding solutions in an evolving landscape.
- Resilience and persistence, able to handle setbacks and maintain a proactive attitude.