



Jobs with Purpose

Job title	Business Development Manager
Main Function	<p>NOW Group are an award-winning social enterprise who deliver services across the island of Ireland supporting people with intellectual difficulties, autism and neurodiverse conditions into jobs with a future. We are passionate about changing lives and our focus is on outcomes and impact for individuals, their families and communities who are the most disadvantaged. We support participants to have better health, a better education and a brighter future. Our services are continually evolving as a result of co-design, participant feedback and project learning.</p> <p>Our JAM Card allows people with a hidden disability or a communication barrier to tell others that they need extra time and understanding in an easy and private way.</p> <p>As Business Development Manager, you will be ambitious and passionate about developing the JAM Card brand to increase the awareness and impact throughout Ireland. This will involve developing the commercial viability of the JAM Card whilst connecting with JAM Card partners to expand on the distribution sources.</p>
Location	Dublin base location (TBC) Frequent travel expected in line with role
Reports to	Chief Operating Officer
Hours	37.5 hours per week
Salary scale	€44,000 per annum. (Band 3 €42,000 to €50,999)
Benefits	<ul style="list-style-type: none">25 days annual leave plus 10 statutory days (pro-rata)Health Cash Plan (on successful completion of probationary period)Access to confidential Staff CounselingPension Scheme (on successful completion of probationary period)Holiday purchase schemeFlexible working initiativesWellbeing initiatives

Mission

Supporting people with learning difficulties, intellectual disabilities and neurodiverse people into jobs with a future.

Vision

A society where people with intellectual disabilities live, work and socialize as valued citizens.



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Main Responsibilities

1. Expand on the JAM Card impact by increasing the number of JAM Card Friendly organisation's throughout Ireland and beyond.
2. Increase Community Partnerships to promote opportunities for distribution of JAM Card.
3. Ensure effective collaborations with the business, community and voluntary sectors to identify potential growth opportunities for JAM Card.
4. Increase Strategic Partnerships in line with the services offered by NOW Group.
5. Actively work with communications team to forge NOW's reputation and profile through participation at key events, social media, and media coverage.
6. Work independently and within a team on identifying and preparation of bids to a range of funding sources
7. Act as account manager with organisations and partners, tracking and reporting funds to Director, Board and stakeholders
8. Achieve sales targets on a monthly basis
9. Implement effective administration, inventory and archiving systems, adhering to company systems, templates and procedures.
10. Understand and promote Equality of Opportunity.
11. Undertake any training as deemed necessary by Senior Management and to carry out any other duties as deemed appropriate to the post by Senior Management.



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Personnel Specification

Essential Criteria

1. Qualification at degree level (or equivalent) in a subject relevant to the post.
Consideration will be given to applicants who do not hold a qualification but can demonstrate a minimum of 3 years relevant experience.
2. 2 years minimum experience in the following areas:
 - Business Development;
 - Developing new and unique ways to increase sustainability and build revenue streams;
 - Positively influencing others to achieve results that are in the best interest of the organisation;
 - Customer engagement and relationship management with individuals;
 - Building and maintaining networks within the business sector;
 - High level of computer literacy including.
3. Full driving license and access to a car (if the effects of a disability preclude an individual from holding a driving licence they should indicate how they can meet the mobility requirements of the post, i.e. the ability to get to different locations throughout Northern Ireland).
4. Ability to be flexible and adaptable as hours of work may include evenings and weekends as appropriate.

Desirable Criteria

1. Experience of working within a training environment.

Values & Behaviours



All employees in NOW Group are required to subscribe to the values of the organisation and demonstrate these values through agreed behaviours in their day to day work and their relationships with participants, stakeholders and colleagues.

Candidates will be expected to demonstrate relevant values and behaviours as part of the interview process.