



Join our team!

Job Title: Head of Enterprise

Reporting to: CEO and the Board of SIA Enterprises

Contract Term: Permanent

Location: Based at SIA House, Milton Keynes *(flexible arrangements considered)*

Salary: £40,000 p.a.

The Spinal Injuries Association (SIA) is the leading national charity supporting individuals who sustain damage to the spinal cord resulting in paralysis. SIA is committed to a singular vision: a fulfilled life for everyone affected by spinal cord injury. Everyone has a right to live a fulfilled life and that means the life they choose, a life that has the same opportunities as everyone else. Our work in campaigning, education and support is based on the personal experiences of our members.

Being a user-led organisation is important to us; as well as our 12,000 members and growing, just under half of our staff and 90% of our trustees live with spinal cord injury. To help us achieve our vision, we are recruiting to the critical, newly created role of Head of Enterprise who will sit on the senior leadership team reporting directly to our chief executive and the SIA Enterprise Board.

You will be joining the charity at a pivotal time in our development journey. Our passionate team are driving forward ambitious plans to be a true association for all, to build on our success and achieve greater impact, and this new post will play a critical role in achieving our ambitions. We are looking for an entrepreneurial, enterprising, business focussed leader; someone who shares our passion for SIA's vision and mission, who will bring a proven track record in growing a business and increasing revenue streams for charities and/or social businesses, to help us achieve our ambitions.

The core purposes of this role are to increase revenue into the charity, and to enable us to diversify and increase the breath of the services delivered on behalf of our community. We are determined to ensure that spinal cord injured people and their families can easily access vital services and support of the highest quality.

Key Requirements

- Experience of leading the growth of projects and businesses, from concept to launch and delivery.
- A commercial and results-driven mindset evidenced by proven success of developing and managing significant income generating partnerships and achieving substantial income growth.
- Strong evidence of knowledge of commercial business modelling and business case development
- Evidence of ability to understand customer needs and use them to innovate and generate new business ideas.
- A natural talent for building relationships with a variety of stakeholders to produce excellent results.
- Excellent communication, interpersonal, negotiating and influencing skills – both written and verbal
- Ability to produce accurate and detailed reporting, including analytical.
- Experience of working directly with non-executive boards and contributing as part of a senior level management team.

Please download the attached brief for further information and details of how to apply. For a confidential conversation, please contact our recruitment partner Anna Jay MD of Public Leaders Appointments:
anna@publicleadersappointments.com

Timetable

- Closing date for applications: 17 June 2021 (midday)
- Initial Interviews: 24/25 June 2021 (ZOOM)
- Assessments: w/c 5 July 2021 (online)
- Final Interviews: w/c 12 July 2021 (SIA House, Milton Keynes)