

Job Specification

Business Development Manager – Flexible Location – Voluntary – 0.5 to 1 day per week

BACKGROUND:

[Working With Cancer](#) (WWC) is a not-for-profit Social Enterprise. Its main purpose is to support employees in their successful return to work and to life after cancer. It was set up in 2013 by [Barbara Wilson](#) who had been through her own cancer journey and had identified that there was very little support available once cancer patients were returning to work.

WWC has helped hundreds of people with cancer through the provision of one to one coaching and practical support to help them remain in/return to work during and after treatment.

WWC also provides consultancy and training workshops to employers (from SME to PLC), equipping HR and line managers with the knowledge and understanding to effectively manage employees whom have had cancer, in the workplace.

Services include:

- One-to-one coaching and advice for employees and carers affected by cancer, helping them to deal with the psychological and physical effects of cancer.
- A wide variety of training workshops and webinars for employers covering the practical and legal aspects of managing work and cancer.
- Consultancy advice on company return to work policies and processes, including setting up support groups or buddying networks for those with chronic illnesses or who are returning to work after a period of long-term absence.

WWC's purpose is to 'change the conversation about work and cancer' - to help individuals with a cancer diagnosis and working carers for those with cancer to make sense of the life wrenching experience of a diagnosis and treatment and to find a meaningful way forward. It also is focused on educating and providing companies/employers with an understanding of not just their legal obligations but how best to accommodate employees returning to work with or post cancer. Its not about just merely ticking boxes!

For more information look at <https://workingwithcancer.co.uk/>

THE ROLE AND PERSON:

The Covid Pandemic has had a big impact on WWC's income as unfortunately companies have driven down costs which has resulted in budgets being cut. They are also focusing on Covid rather than cancer. This has had a significant effect on WWC's income level. It is for this reason, WWC is looking to appoint a Business Development Manager to recoup business lost during 2020. Achieving this will be a challenge in the current climate and will need someone genuinely exceptional to achieve it. Could you be this person?

- Bringing your passion, energy, and creativity, you will increase income levels through engaging small, medium, and large organisations nationally.
- Having a sense of vision, you will research and map out markets and sectors to target new potential clients, establish rapport and arrange meetings.
- A strong project planner, enabling you to build a sales pipeline through targeted outreach.
- Self-motivated to generate opportunities by leveraging new and existing clients as a prospect-generating channel.
- An effective communicator, able to convey WWC's purpose, its proposition and long-term vision.
- A collaborative remote working style to liaise with others in the team undertaking marketing initiatives/social media activity.
- To excel in this role, you should be an active and empathetic listener, have a compelling sales personality, but one with authenticity and, ideally, personal knowledge and experience of cancer (because of your own, a family member's or friend's cancer diagnosis).
- Happy where possible to attend internal and external conferences, workshops, and events.
- Naturally a proactive, problem solver with a hands-on mentality.

WHY JOIN WWC?

- You want to be part of something great that positively impacts others. It is a scientific fact that volunteering for a good cause improves your wellbeing.
- Bring your passion, energy and creativity to participate.
- You might join WWC because of your skills in business development but are able to contribute to any team's work if you'd like.
- Be free. You have the freedom to set the hours you can work every week
- Work collaboratively and alongside the team with direct support from the Chief Executive who will be there to do everything they possibly can to help you succeed.
- This position is strictly 'volunteer' and is an unpaid position.

AND MORE IMPORTANTLY....

This is a real chance to change the lives of people with cancer, and to change the hearts and minds of employers when it comes to their employees returning to work during or after cancer.

Applications should be sent to: admin@workingwithcancer.co.uk by 30th April 2021.