



<b>Job title</b>	Director, Business Development
<b>Reporting To</b>	Director, Membership, Events and Training
<b>Salary Band</b>	Director

### About UK Finance

UK Finance is a trade association representing nearly 300 of the leading firms providing finance, banking, markets and payments-related services in or from the UK. UK Finance has been created by combining most of the activities of the Asset Based Finance Association, the British Bankers' Association, the Council of Mortgage Lenders, Financial Fraud Action UK, Payments UK and the UK Cards Association.

Our members are large and small, national and regional, domestic and international, corporate and mutual, retail and wholesale, physical and virtual, banks and non-banks. Our members' customers are individuals, corporates, charities, clubs, associations and government bodies, based in the UK and overseas, served domestically and cross-border. These customers access a wide range of financial and advisory products and services, essential to their day-to-day activities, from our members. The interests of our members' customers are at the heart of our work.

UK Finance is the UK representative on a number of international trade associations including the European Banking Federation, the European Cards Payments Association, the European Payments Council and the International Banking Federation.

### Job Purpose

Reporting to the Director, Membership, Events and Training, the Director, Business Development's key objectives are to:

- Build and implement a pipeline of business opportunities to achieve a quantum shift in the wider member value proposition. In doing so, to achieve as significant growth in the commercial footprint of UK Finance.
- Identify opportunities to scale and or innovate around our current offer of commercial products and services. Develop the business cases and lead through to implementation.
- In collaboration with the Director, MET, to identify and assess new commercial opportunities ex of the current estate. Within this to consider business and operating models with consideration of strategic partnerships. Draft business cases and collaborate with colleagues across UK Finance to the point of implementation. Support the implementation team with a clear plan to hand to BAU teams
- Lead and develop an entrepreneurial, delivery focussed approach to business development, creating and leading high performing virtual teams around specific initiatives. Play an active role on the MET senior team to ensure collaboration across the department and business and to foster a high-performing culture across UK Finance.

## Key Responsibilities

- On-going review the current commercial estate to identify opportunities for scale and innovation creating a pipeline of opportunities.
- Work closely with MET Leadership to determine and draft the business case to scale/innovate with clear delivery milestones and an agreed financial plan
- Manage the delivery of new opportunities to BAU including appropriate project and stakeholder management discipline.
- Ensure financial targets are met in the short and medium terms through having clearly articulated commercial strategy within the business plan
- Drawing on intelligence from Members, senior colleagues and the market more broadly, identify and articulate new business opportunities that are additive versus the current commercial offer and which will deliver demonstrable value to members and the wider industry.
- Work with senior (MCo) colleagues to draft the Business Case for new ventures through to sign off.
- Explore and articulate the opportunities for strategic partnerships in pursuit of the delivery of member value. This to include consideration of Accreditation and Endorsement models.
- Undertake MET wide leadership responsibilities as defined and requested by the Director MET.

## Skills and Competencies

- Ability to identify commercial opportunities and work collaboratively to realise them. This is a high-profile role working within the highest levels of the banking and related financial services sector.
- Deep experience in building and maintaining relationships with senior industry individuals.
- Expertise in Business Development principles and practice.
- Experience in project management.
- Excellent interpersonal and communication skills, together with strong stakeholder management experience and the ability to effectively build, strengthen and influence a wide range of both internal and external relationships at a senior level.
- Excellent people leadership skills, with experience of shaping, motivating and developing (virtual) multi-disciplinary teams.
- Ability to identify priorities, direct resource accordingly, and deliver excellent outcomes in a timely and agile fashion.

## Qualifications

- A degree or other equivalent, relevant qualification.

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