

Job Outline – Business Development Manager

Competitive salary and benefits



About Us

SAOS' purpose is to ensure that Scotland's farming, food and drink businesses benefit from the commercial opportunities and advantages that are available when they work together, in collaboration. We believe that collaboration provides many opportunities for growth, profitability and security, and for preserving business independence.

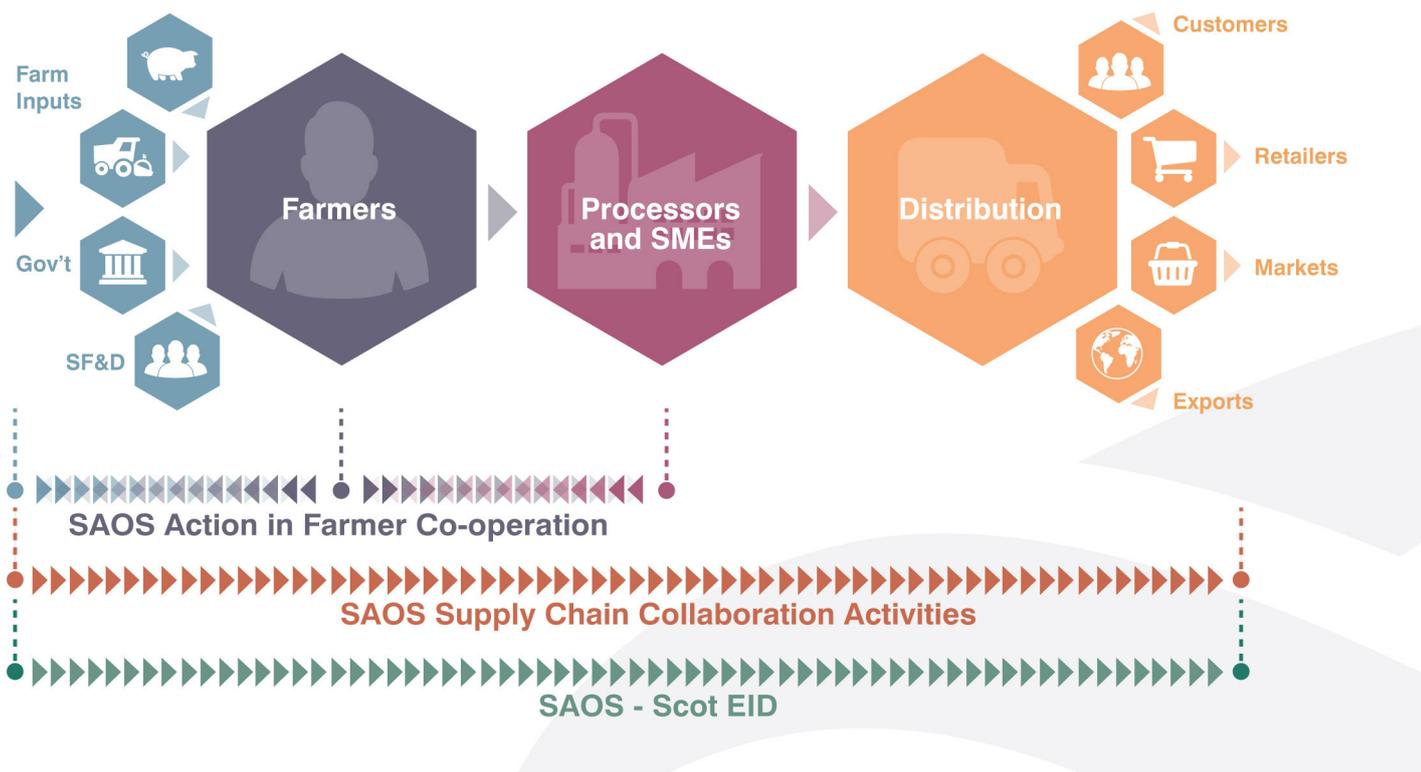
Scotland Food & Drink's Ambition 2030 vision for supply chains is: "Supply chain relationships are transformed. Farming and fishing businesses, manufacturers and buyers view each other as partners; collectively they drive profitable and more equitable growth in markets both new and long-established." SAOS works to make this vision a reality. We are a founder and Executive Group member of Scotland Food & Drink, working with partners in the public and private sectors, and academia, to design and implement improvement programmes in the industry.

ScotEID is developing as Scotland's livestock traceability and movement system. On behalf of a joint Scottish Government/Industry Working Group, SAOS continues to manage research and development of the systems and to provide the ScotEID support office at Huntly. The wider potential that data offers is now clear, whether in addressing climate change objectives, or informing supply chain integrity and improvement.

SAOS is the parent body of farmer co-ops that trade in Scotland. Since 1905, SAOS has delivered a range of highly specialist services to support the growth of farmer co-operation in Scotland. Our members span almost every sector of farming and include inter-business 'ring' services, collective buying, marketing, value-adding and risk management. Find out more about SAOS at: www.saos.coop

As this diagram shows, all our work-streams are increasingly converging, presenting new opportunities in our work towards the vision of Ambition 2030.

Supply Chain Overview



Job Summary

The new position of Business Development Manager will help us realise opportunities to develop projects and work programmes that contribute to the achievement of SAOS' strategic objectives. The role involves researching and designing projects, securing resources to enable implementation, and assuming a high level of ownership for project delivery and outcomes.

Industry-wide understanding of change pressures is required, obtained through networks across businesses, combined with knowledge of policy and the strategy objectives of Scottish Government, Scotland Food & Drink, and a range of other partners.

Our work is always in partnership with others, and the Business Development Manager can expect to work in varied and highly-motivated, cross-discipline teams. Sometimes they will be the lead project manager, whilst on other occasions they will be contributing their specialism to a group led by another partner.

High level facilitation and communications skills are essential. Professional personal organisation and self-motivation are vital to succeed.

Key Responsibilities include:

- Identify and develop new projects that deliver innovation and benefits consistent with SAOS' strategic objectives, in response to change drivers and opportunities.
- Communicate and work closely with SAOS team members in thought leadership; project identification, design and planning; communicating with other stakeholders and securing resources, including consultancy fees.
- Project manage development projects with detailed delivery planning including: financial budgeting; accounting for progress against plans and budgets; internal and external communications; written documentation and administration.
- Actively identify and validate change drivers and innovation opportunities with potential application and benefit for Scotland's farming, food and drink industry.
- Maintain trusted, collaborative working relationships with SAOS members and other stakeholders, and be familiar with their policies and objectives that complement, or are shared by, SAOS.
- Contribute to the collective knowledge and know-how of the SAOS team. Assist and support other team members as appropriate in their work and tasks.

Required experience and Skills:

- Degree-level academic attainment and evidence of in-career personal development.
- Farming, food and drink knowledge and experience in the industry with knowledge of change pressures and needs.
- Evidence of capability and logic in research, analysis and report writing. A thought leader.
- Evidence of 'self-starter' experience and motivation, able to pursue work without close supervision, but also a team player.
- Proven consultancy and project management experience.
- Excellent verbal and written communication skills – including presentation skills and report writing.
- Excellent analytical and numerical skills – comfortable with Excel and working with spreadsheets/databases.
- Project management skills; ability to set, and work to, agreed timescales.

The position is likely to be home-based and involve travel around Scotland and to SAOS head office at Ingliston. A company car scheme is available.

If you are interested in this position, please get in touch by sending your CV and covering letter in confidence to jennifer.grant@saos.coop by **5th September 2017**.