October 2024

Dear Applicant

# Re: Business Development Advisor (Solihull)

Thank you very much for your enquiry about the above post. Please find to follow an application pack consisting of:

* Job Description and Person Specification
* About Warwickshire CAVA
* What We Can Offer You
* Guidance notes for completing the application form
* The personal details form
* An equal opportunities monitoring form
* The main application form.

## Completed applications may be returned via email to [recruitment@wcava.org.uk](mailto:recruitment@wcava.org.uk) or posted to Warwickshire CAVA’s Warwick District office as detailed on the final page of the application form.

## 

We look forward to receiving your application and thank you for your interest.

Yours sincerely

The HR Team

**JOB DESCRIPTION**

Post Title: Business development advisor (Solihull)

Responsible To: WCAVA Solihull Area Manager

Location: The Core, Homer Road Solihull B91 3RG Solihull with significant outreach work across Solihull

Hours: 35 hours per week

Duration: Permanent

**Job Purpose:**

To identify and support the development needs of voluntary, community, faith and social enterprise (VCFSE) organisations operating within Solihull to improve their capacity and resilience, to deliver quality services.

**Main Duties and Responsibilities:**

* Completing diagnostic assessments to identify organisational issues and the support needs of VCFSE organisations
* Developing action plans that enable sustainability, and impact within targeted geographical or service areas across Solihull
* Identifying and securing funding opportunities related to identified priorities
* Ascertaining the funding requirements of voluntary and community organisations (VCOs), identifying a range of sustainable funding options to generate income, helping develop funding strategies, and providing information and advice on how to make successful bids to funders
* Providing advice and support on all aspects of developing funding applications, including budgeting and the monitoring requirements of funders
* Identifying opportunities for partnership and collaborative working relating to identified priorities
* Taking a lead in preparing and submitting any joint bids, applications or tenders
* Building and maintaining key relationships which create development opportunities that meet identified priorities
* Providing advice and support to VCOs on a range of technical, developmental, management and structural matters including safeguarding, policy, legal compliance, financial and insurance
* Promoting good practice in management, governance and development within VCOs
* Helping VCOs to make use of the range of services available from WCAVA and information, advice, and support from other sources where necessary.
* Liaise and work in partnership with colleagues particularly the communities team and community anchor organisation to support the needs of VCOs as appropriate.
* Organise funding events in Solihull which provide an opportunity to disseminate funding information and enable networking
* Assist VCOs to network and develop partnerships via new or existing events, meetings and forums.
* Produce appropriate supportive written information, e.g. leaflets, newsletter articles, for VCOs and partners.
* Ensure that records are maintained of the use of all services provided by the post-holder in order to meet the monitoring and evaluation requirements of SMBC and to provide an assessment of the needs of the sector.
* Take an active role in the internal continuous improvement group for CAVA Development workers and contribute to timely information to E Grapevine and VCO networks.
* Contribute to WCAVA’s targeted equalities support

**General**

* Ensure all enquiries are dealt with promptly and efficiently, taking messages when appropriate.
* Participate in individual supervision sessions with the Area Manager.
* Attend and contribute to team meetings with other members of the WCAVA Solihull team.
* Report under the agreed performance management system to the Area Manager.
* Ensure that under-represented groups have access to WCAVA services.
* Comply with WCAVA’s work programme, policies and procedures.
* Undertake relevant training agreed with the line manager.
* Partake in WCAVA events including AGMs and Open Days.
* Bring to the attention of WCAVA, areas of concern relating to its work.
* Maintain the quality and professionalism required by WCAVA when dealing with internal and external people with whom you have contact.
* Undertake additional duties occasionally, commensurate with the grading of the post.

The nature of tasks may vary from time to time but within the levels of responsibility of the post.

**PERSON SPECIFICATION – Business Development Advisor**

***The successful candidate will need to demonstrate:***

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **CRITERIA** | **E or D =**  **Essential or Desirable** | Assessed:  A = Application form  I = Interview  T = Test at Interview | | |
| **WORK EXPERIENCE** |  | **A** | **I** | **T** |
| Experience of assessing organisational development needs | E | √ | √ |  |
| Provision of developmental advice to a range of voluntary and community organisations (VCOs) | E | √ | √ | √ |
| Track record of successful funding applications | E | √ | √ | √ |
| Financial management and budgeting | E | √ | √ |  |
| Confident public speaker | E | √ | √ | √ |
| Able to demonstrate effective partnership  working | E | √ | √ | √ |
| Experience of using CRM systems and the  production of monitoring reports | D | √ | √ |  |
| **QUALIFICATIONS/KNOWLEDGE** | | | | |
| Knowledge of a variety of funding streams, procedures and requirements and other methods of income generation for VCOs | E | √ | √ | √ |
| Knowledge of the needs of VCOs | E | √ | √ | √ |
| Knowledge of management, legal, financial and charitable/company requirements of VCOs and where to access necessary information | E | √ | √ |  |
| Knowledge and proficient use of Microsoft 365 (Teams, Outlook, Word, PowerPoint and Excel) | E | √ | √ |  |
| Knowledge of the Voluntary and Community and Social Enterprise Sector (VCSE) in Solihull | D | √ | √ |  |
| Recognised Fundraising/Development Work qualification | D | √ |  |  |
| Knowledge of the role of local development/infrastructure agencies | D | √ |  |  |
| **SKILLS AND ABILITIES** | | | | |
| Excellent verbal and written communication skills required to work with a wide range of organisations | E | √ | √ | √ |
| Ability to present to small and large groups of people, chairing and facilitating meetings | E | √ | √ | √ |
| Ability to listen and provide quality advice to volunteers, trustees and staff from organisations | E | √ | √ | √ |
| Ability to work on own initiative and as part of a  team | E | √ | √ |  |
| Good organisational skills and the ability to plan, prioritise and complete tasks on schedule | E | √ | √ |  |
| Flexibility to undertake occasional work out of normal office hours | E | √ | √ |  |
| Ability to travel to attend meetings and events | E | √ | √ |  |

I agree that this 4-page job description and person specification is correct:

Signed: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

About CAVA

CAVA is the local Voluntary, Community and Social Enterprise (VCSE) Sector Infrastructure Organisation for Warwickshire and Solihull, providing vital support to the volunteers, groups, organisations, social enterprises and charities who are working to strengthen all of our communities.

Every year our dedicated teams of staff and volunteers help lever in significant investment into the area. In 2020/21 the collective value of funding secured for VCSE sector and volunteering opportunities accessed was worth just under £5m to the local economies of Warwickshire and Solihull.

We are committed to providing all of our services locally and accessibly. Whether a group or individual need support accessing volunteering opportunities, developing a community group, accessing funding or strengthening governance, we have a local office and dedicated team within easy access.

During the recent pandemic, CAVA played a significant role in delivering Covid support projects within the local community such as Targeted Testing and Vaccination Programme volunteering projects.

Further details about CAVA can be found on our website <https://www.wcava.org.uk/>

What our staff say about working at CAVA:

*“Being part of a team who work well together and are supportive of each other professionally and personally. Also varied nature of my role and great work/life balance. I also really appreciate the good holiday allowance, sickness terms etc.”*

*“The variety of the job, the office environment, good team working and opportunities for development I also appreciate the opportunities I have to be creative in terms of being able to suggest new ideas/projects etc.”*

*I love the vibrant environment of working with people who are a passionate about the sector as I am. I always feel like I am treated as a 'whole person' not just an employee. I always do and always have loved worked for WCAVA. Teamwork is always positively encouraged and respected and as such, 'We' make a very strong team”*

*“Having worked for several organisations over the years, WCAVA is by far the best employer I have worked for”*

*“The atmosphere in the organisation - one which is understanding, flexible, adaptive, inclusive, and interested in people (both its' customers/clients, and employees and volunteers) - makes working for WCAVA a joy and a privilege”*

<http://www.wcava.org.uk/reports-and-publications>



#### What We Can Offer You

The following are just some of the benefits that CAVA offers its employees:

**Annual Leave –** 26 days plus bank holidays plus an extra day for each completed holiday year of service to a maximum of 5 additional days after five holiday years of service.

**Employee Development –** Active encouragement not only to assist performance in the current role but also for the benefit of personal development.

**Flexible Working –** A range of options e.g. Term time working – available for all employees.

**Health and Well Being Initiative –** Annual health & wellbeing day and regular health promotion emails and blogs.

**Pension –** Minimum 5% employee contribution and 3% employer contribution, with an ethical investment policy option.

**Sick Leave and Pay –** WCAVA sick pay and leave entitlement ranges from 1 week full pay and 1 week half pay during probation to 8 weeks full pay and 8 weeks half pay for employees with over two years’ service.

**Unpaid Leave –** In addition to paid leave for example to accommodate special family trips or to assist with childcare.

**Compassionate Leave –** Paid leave of absence up to a maximum of 10 days for compassionate reasons.

**Dependent Care Leave –** Paid leave of absence up to 3 days per occasion and up to 10 days in exceptional circumstances with the approval of the CEO.

**Background Information**

CAVA has been delivering the infrastructure support contract on behalf of Solihull Metropolitan Borough Council since April 2019. During this time, we have supported hundreds of organisations and facilitated a variety of networks, forums and events. Our figures for last year’s annual review can be found on our website <https://www.wcava.org.uk/resources/reports-publications/annual-review-and-end-of-year-accounts/> As of the 1st October 2024 CAVA will begin a new contract with the local authority, with new priorities. Below is a summary of the Council’s expectations:

Solihull Metropolitan Borough Council (SMBC) values the positive contribution that the Voluntary, Community, Faith, and Social Enterprise (VCFSE) Sectors make within the borough. There are an estimated 3400 organisations of various sizes present within the borough and it is recognised that the services and activities delivered by the VCFSE sector are essential for communities to thrive. See the link to CAVA’s last State of the Sector report:  <https://www.wcava.org.uk/news/news/we-are-pleased-to-launch-cavas-2023-state-of-voluntary-and-community-sector-report-for-warwickshire-and-solihull/>

SMBC is committed to investment in the infrastructure that supports this sector.

There is a growing focus on prevention, early help, and a recognition of the contribution of the VCFSE sector in this agenda. The Council’s relationship with and understanding of the VCFSE sector has also significantly changed, which is most noticeable in the growth of the Communities Division. A review and redesign of VCFSE Infrastructure Support in Solihull was carried out in consultation with stakeholders including the VCFSE sector during 2023 to ensure that future forward the support will better reflect the current operating environment.

As part of the case for change the following areas were identified as needing more focus and improvement:

 VCFSE engagement and representation.

 Inequalities in the VCFSE sectors, particularly between the north locality and the rest of the borough.

 Assurance and confidence in the capability and capacity of VCFSE organisations. This includes safeguarding.

 Engagement with public sector procurement and commissioning

The redesigned model will focus on prevention and early intervention and will better adapt to future challenges, utilising the strengths, and the characteristics of

the borough.

As a result of the redesign, infrastructure support will steer away from generic support and move towards diagnostic and systemised support to develop organisational quality, capacity and resilience.

Visibility of the infrastructure support organisation was deemed to be important as organisations require engagement at a local level, with a physical presence, and attendance at local events. In addition, representation of the sector within the wider system was requested, with local VCFSE organisations wanting to influence local decision-making.

The initial term of the Contract will be for the period of 3 years from commencement but may be extended for an additional two years.

The local authority requires CAVA to deliver against the following core outcomes.

**Key Principles:**

A. Ensure that VCFSE organisations and groups are visible and accessible to communities, public sector organisations and businesses.

B. Promote confidence in local VCFSE organisations and groups and ensure what they do is of high quality.

C. Ensure the views and experiences of VCFSE organisations and groups are well

represented in local decision-making, specifically public sector and partnership plans, strategies, and commissioning.

CAVA will operate borough wide, have a strong local presence and will work together with Solihull Metropolitan Borough’ Council’s Communities Team and the Community Anchor organisation in the North of the borough.

The three main elements of CAVA’s work as part of this contract are:

 Business Support and Development

 Representation and voice

 Partnerships and Networks

The Solihull team will comprise a Business Development Advisor (35 hours a week), a Networks and Representation Lead (22.50 hours a week) and an Area Manager (15 hours a week). The team will be supported by CAVA’s CEO, Communications and Marketing Coordinator, Finance Manager, Data Coordinator and HR.

The following are the priorities for contract delivery:

**Business Support and Development**

* To provide specialist resource to ensure practical support is given to all VCFSE sector organisations across Solihull
* To identify the joint needs of the sector and work with other support partners
* To undertake 1:1 business diagnostics and identify individual development needs including but not limited to, governance, safeguarding, policy, legal, compliance, financial and insurances
* To signpost organisations to appropriate and relevant specialist resources including funding, training and opportunities to develop skills that will allow organisations and groups to achieve their goals
* To ensure opportunities for peer support and skill sharing

**Representation and Voice**

* To remain independent of the council and have a local visibility and presence
* To raise the profile and visibility of the sector within key forums and boards
* To actively engage, recruit and manage relevant VCFSE members to strategic boards and ensure communication systems are in place for VCFSE voice to feed in and out
* To conduct a bi-annual representation ‘health check’ to map and identify gaps, particularly addressing VCFSE skills and capacity to participate
* To ensure that the sector is well-informed, trained and enabled to act as a voice and represent the interests of the sector or network

**Partnerships and Networks**

* To support and create opportunities for cross-sector networking between voluntary, community, faith, social enterprise and public sector groups, organisations and representatives
* To support, create and promote opportunities for effective collaboration, joint working and partnerships within the voluntary sector, as well as between the voluntary and community sectors
* To work with public sector partners to build and support cross-sector networks and forums that bring together professionals and practitioners around inclusion, prevention and place, as well as other local priorities as identified
* To create opportunities for the VCFSE sectors to engage with and collaborate with partners in the private sector

The Solihull team will be based in the Core, Homer Road Solihull. However, there will be a significant amount of outreach, particularly for the Business Development Advisor.

GUIDANCE NOTES FOR COMPLETING THE APPLICATION FORM

**To have the best chance of success:**

* Tailor your application of the job advertised focusing on the **PERSON SPECIFICATION**.
* Explain how you meet each of the criteria, by providing information about and examples of your skills and experience gained. This may be in paid employment, as a volunteer or within your personal capacity.
* Answer each point in detail – **the recruitment panel cannot guess or make assumptions**. For example, it is not enough to say `I am well organised’ – you need to explain how you organise yourself.
* Remember that the short-listing panel are seeking to appoint the applicant who best meets the criteria specified in the person specification in accordance with equal opportunities

**Please do not send a CV or an additional letter, as it will not be considered when short listing takes places.**

**Please write clearly and concisely, using black ink or type.**

# Equal Opportunities

WCAVA is committed to being an Equal Opportunities employer, therefore, please do not add your name to any part of the main application form. The short-listing panel will not see the information provided by you on the personal details and the monitoring forms.



**VACANCY APPLIED FOR: BUSINESS DEVELOPMENT ADVISOR (SOLIHULL)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Personal Details Form**  **NB: PLEASE COMPLETE IN BLACK INK OR TYPESCRIPT.** | | | | | |
| Surname(s): |  | | | | |
| Forename(s): |  | | | | |
| Home Address: |  | | | | |
| Post Code: |  | | | | |
| Home Tel. No. |  | Mobile Tel. No | |  | |
| Work Tel. No. |  | May we contact you there? | | | ☐ Yes ☐ No |
| Email Address: |  | | | | |
| National Insurance No. |  | | | | |
| We are obliged under the Immigration, Asylum and Nationality Act, 2006 to verify that all candidates are entitled to work in the UK. Are you entitled to work in the UK?  ☐ Yes ☐ No  (Original documentation confirming your entitlement to work in the UK will be required) | | | | | |
| **References**  Please give below the names and addresses of two referees who have known you for a minimum of six months, one of whom should be your present or most recent employer.  References will be taken up for all shortlisted applicants, ideally, prior to interview. | | | | | |
| **First Referee:**  Professional ☐  Personal ☐ | | | **Second Referee:**  Professional ☐  Personal ☐ | | |
| Name: | | | Name: | | |
| Position held: | | | Position held: | | |
| Address: | | | Address: | | |
| Email Address: | | | Email Address: | | |
| Can WCAVA contact your first referee  Prior to interview? ☐Yes ☐No  Prior to offer? ☐Yes ☐No | | | Can WCAVA contact your second referee  Prior to interview? ☐Yes ☐No  Prior to offer? ☐Yes ☐No | | |
| **Declaration**  I declare that to the best of my knowledge the information given throughout this form is correct and truthful:  Signed:       Date: | | | | | |

**VACANCY APPLIED FOR: BUSINESS DEVELOPMENT ADVISOR (SOLIHULL)**

# Monitoring Form

WCAVA is committed to being an Equal Opportunities organisation and would like to monitor the effectiveness of its Equal Opportunities Policy in the recruitment and employment of staff. We would find it helpful to receive some additional information from you to ensure we are not discriminating under the Equality Act 2010. This form will be separated from your main application form on arrival and your name and address will not be seen by the selection panel.

All of the information collected in the main part of the application form is necessary and relevant to the performance of the job applied for. We will use the information provided by you on this form, by the referees you have noted, and the educational institutions with whom we may undertake to verify your qualifications with, for recruitment purposes only. CAVA will treat all personal information with the utmost confidentiality and in line with current data protection legislation. We rely on the lawful basis under Article 9 (2) (b) that processing is necessary for the purposes of the legitimate interests of the employer regarding the information provided in both parts of these forms.

Should you be successful in your application, the information provided, and further information which will be gathered at the relevant time, will be subsequently used for the administration of your employment. . If you are unsuccessful the information will be held securely and destroyed after a period of 12 months as this may be required in relation to any legal challenge which may be made regarding our recruitment practices.

For more information on how we use the information you have provided, please see our privacy notice – [**http://www.wcava.org.uk/privacy-policy**](http://www.wcava.org.uk/privacy-policy)



**Gender**

☐Male ☐Female ☐Intersex ☐Non-binary ☐Prefer not to say ☐If you prefer to use your own term, please specify here



**Disability**

Do you consider yourself to have a disability or health condition?

☐Yes ☐No ☐Prefer not to say

What is the effect or impact of your disability or health condition on your ability to give your best at work?

The information in this form is for monitoring purposes only. If you believe you need a ‘reasonable adjustment’ please discuss this with the manager running the recruitment process



**What is your ethnicity?**

Ethnic origin is not about nationality, place of birth or citizenship. It is about the group to which you perceive you belong. Please tick the appropriate box

**White**

☐English ☐Welsh ☐Scottish ☐Northern Irish ☐Irish ☐British ☐Gypsy or Irish Traveller

☐Prefer not to say

Any other white background, please specify:

**Mixed/multiple ethnic groups**

☐White and Black Caribbean ☐White and Black African ☐White and Asian ☐Prefer not to say

Any other mixed background, please specify:

**Asian/Asian British**

☐Indian ☐Pakistani ☐Bangladeshi ☐Chinese ☐Prefer not to say

Any other Asian background, please specify:

**Black/ African/ Caribbean/ Black British**

☐African ☐Caribbean ☐Prefer not to say

Any other Black/African/Caribbean background, please specify:

**Other ethnic group**

☐Arab ☐Prefer not to say

Any other ethnic group, please specify:       

**What is your religion or belief?**

☐No religion or belief ☐Buddhist ☐Christian ☐Hindu ☐Jewish ☐Muslim ☐Sikh ☐Prefer not to say

If other religion or belief, please specify:



**Age**

☐16-24 ☐25-29 ☐30-34 ☐35-39 ☐40-44 ☐45-49 ☐50-54 ☐55-59 ☐60-64 ☐65+

☐Prefer not to say



**What is your sexual orientation?**

☐Heterosexual ☐Gay ☐Lesbian ☐Bisexual ☐Prefer not to say

☐If you prefer to use your own term, please specify here:



**Where did you see this post advertised?**

☐WCAVA locality office window ☐WCAVA Website ☐Direct contact from WCAVA ☐Facebook

☐Twitter ☐Linkedin ☐Indeed ☐WMJobs ☐ Charity Jobs ☐Other (please specify)

**Any comments on the pack/process as a whole – what did you like / dislike?**

Thank you for your comments – you will help us to improve our future application process.

By providing the information requested on this form, you are giving your consent that it may be processed and handled under the Principles of Data Protection as detailed in the Data Protection Act 1998, the General Data Protection Regulations (EU 2016/679) (UK GDPR) and any subsequent legislation as appropriate for the purposes of Equal Opportunities monitoring.

## Our Privacy Policy – <http://www.wcava.org.uk/privacy-policy>

## Sensitive Personal Data Consent Form

WCAVA must obtain consent to hold and use personal information about individuals that could be considered sensitive such as age, racial or ethnic origin, political opinions, religious belief, trade union membership, physical or mental health condition, sexual life. The Data Protection Act prohibits the processing of sensitive data except in specified circumstances for example equal opportunities monitoring, It is only in this sensitive area that WCAVA wishes to monitor in order to assess the effectiveness of its equal opportunity policy and reduce the possibility of discrimination occurring.

Please sign below to give your consent:

I understand that this information will be used only for the purpose set out above and my consent is conditional upon WCAVA complying with the obligations under the Data Protection Act 1998, the General Data Protection Regulations (EU 2016/679) and any subsequent legislation as appropriate.

Signed:

Name: (BLOCK CAPITALS)       Date:

**MAIN APPLICATION FORM**

PLEASE COMPLETE AND EMAIL TO [recruitment@wcava.org.uk](mailto:recruitment@wcava.org.uk),WE **DO NOT** CONSIDER CVs.

**1.EDUCATION AND TRAINING (Sight of certificates may be required before appointment)**

|  |  |  |
| --- | --- | --- |
| **School / College /**  **University** | **Qualifications** | **Grade** |
|  |  |  |

**2. PROFESSIONAL, TECHNICAL OR MANAGEMENT QUALIFICATIONS**

**(Sight of certificates may be required before appointment)**

|  |  |
| --- | --- |
| **Professional/Technical/**  **Management Qualifications** | **Course Details** |
|  |  |
| **Membership of any Professional/Technical Associations – Please state level of membership** | |

**3. TRAINING AND DEVELOPMENT**

Please give details of any training and development courses or non-qualification courses that support your application. Include any on the job training as well as formal courses.

|  |  |
| --- | --- |
| **Title of Training Programme or Course** | **Duration of Course** |
|  |  |

**4. PRESENT EMPLOYMENT**

|  |
| --- |
| Name of Present Employer:    Address of Present Employer:  Job Title:  Date of Appointment: |
| Brief details of current duties and responsibilities: |

**5. PAST EMPLOYMENT (MOST RECENT FIRST)**

|  |  |  |
| --- | --- | --- |
| Employer | Position | Dates  From & to |
|  |  |  |

**6. GAPS IN EMPLOYMENT OR TRAINING**

Please indicate and explain any gaps since leaving secondary education.

|  |  |
| --- | --- |
| Dates | Reason |
|  |  |

**7. PERSONAL STATEMENT**

Please use this section to explain how you meet the requirements of the Job Description and Person Specification. If you are or have been involved in voluntary/unpaid activities, please also include this information in support of your application. Attach and label any additional sheets used.

1. **Experience**

**B. Knowledge**

**C. Skills**

**D. Personal Attributes**

**8. OTHER INFORMATION**

|  |
| --- |
| Do you hold a current driving licence? ☐YES ☐NO  If so, please detail what type, for example ‘full’, ‘provisional’, etc    If required, are you prepared to use your own transport for work purposes? ☐YES ☐NO |

**9. DECLARATION OF CRIMINAL RECORDS**

If shortlisted for interview, you will be required to complete a form providing details of any criminal convictions as this post is exempt from the Rehabilitation of Offenders Act 1974.

Please email the completed application form to [recruitment@wcava.org.uk](mailto:recruitment@wcava.org.uk) but should you wish to return it by post, please mark the envelope:

“Private & Confidential – Business Development Advisor Job Application”

Yetunde Yusuf, Assoc CIPD

HR Administration Officer

WCAVA

Warwick District Office

4 & 6 Clemens Street

Leamington Spa

CV31 2DL

If you choose to return the completed application form by post please email HR on the above email address to inform them.