



# Our Plymouth

## Director - £40k per annum

*We are looking for a Director to lead Our Plymouth ([www.ourplymouth.co.uk](http://www.ourplymouth.co.uk)) in delivering great volunteering experiences using technology. We work with citizens, community pioneers and businesses in the city of Plymouth who share a vision to build a more positive and resilient community; your focus will be to lead our in-house team of project managers, work closely with our stakeholders and develop solid relationships with customers through business development activity.*

*We have had significant success in supporting both the cities of Plymouth and Exeter during the pandemic, matching over 2300 volunteers for the Vaccine Steward programme as well as building an enviable customer portfolio of charities who use us to recruit volunteers to their projects and events. These include Age UK, Plymouth City Council, UHP Derriford, Greenpeace, Red Cross and St.Lukes.*

*We now wish to recruit a Director who will lead Our Plymouth through its next important phase of development.*

## Role and Responsibilities

Reporting to the Board you will:

- Deploy the Our Plymouth Business Strategy.
- Drive the growth and sustainability of Our Plymouth by working closely with prospects and partners to effectively influence customers and increase sales of licences and volunteering manager services on the Our Plymouth platform.
- Lead the development of opportunities on the Digital Inclusion and Unify software.
- Define opportunities for Our Plymouth, to develop new and increased engagement on the Our Plymouth platform.
- Act as a champion and ambassador of Our Plymouth, its values, mission and market position with stakeholders.
- Work collaboratively with the local VCSE and business sectors across Plymouth including the NHS, local authorities, community organisations, private business, key networks and other partners, positioning the project as a digital centre of excellence for tech for good.
- Work closely with our technology partner, Engaged Communities, to support product development.

## Your profile

### Essential:

- Extensive experience of the volunteer sector, its drivers and dynamics including the

utilisation of technology to support this.

- Extensive user journey, user experience and the digital product design process.
- Business development experience, building relationships and converting sales leads into revenue.
- Experience of setting and managing products to budget, scope and timelines.
- Engaging with users and turning user insight into product improvements.
- Familiarity with the setting, monitoring and reporting of measurable product performance targets.
- In depth experience of delivery management, agile methodologies, scrum and user testing.
- Strong verbal, written and visual communication skills that you can tailor to the needs of the audience.
- Experience of working collaboratively across partnerships with different perspectives.
- Financial management including the reporting to the Board of company performance.

#### **Desirable:**

- Experience of working on a digital community product.
- Experience of working in civic or government tech.
- Experience of working in complex environments with multiple stakeholders.

#### **Tools and platforms**

Our team keeps up with the latest new tools and technologies that support our work including Wordpress, Made Open, Hubspot, Microsoft Exchange, Basecamp, Zoom, Teams, Mailchimp, Eventbrite, Trello and Hotjar. We will be significantly upgrading to new volunteering software in 2022.

#### **Office**

Our office is based at Airport Business Centre in Plymouth where you are welcome to join us as often as you like. We normally set aside one day in the week for the whole team to be present which is arranged in advance.

**Desired starting date:** 1<sup>st</sup> July 2022

**Package:** £40k per annum, full time

**Closing Date:** 5pm, 4<sup>th</sup> April 2022.

**To apply:** Please send a C.V. and covering letter to our Chair, Dave Young to [david.young@theunagroup.co.uk](mailto:david.young@theunagroup.co.uk) or post to:

Dave Young (Chair), Our Plymouth C.I.C., Airport Business Centre, 10 Thornbury Road, Plymouth. PL6 7PP

