**JOB DESCRIPTION**

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| Job Title: | Commercial Director, The Rivers Trust |
| Salary and Benefits: | Pay Grade 7: Salary £58,135.Stakeholder Pension Scheme (8% employer, 5% employee) |
| Hours: | Full time (unless otherwise agreed) |
| Responsible to: | Chief Executive  |
| Overview: | We are seeking an entrepreneurial and dynamic individual to lead the management and development of commercial opportunities for The Rivers Trust and River Ecosystem Services Ltd., its trading arm (RES). We believe there are significant commercial opportunities to secure contracts for delivery that could generate revenues for The Rivers Trust and its members, and a profit to support the core costs of The Rivers Trust.  |
| Important Functional Relationships: | Internal – RT Board, RES Board and Executive Team of The Rivers TrustExternal – Defra, Government Agencies (EA, NE etc.), rivers trusts, other NGOs, environmental consultants, water companies and private sector clients. |
| Main Purpose of Job: | 1. Strategic development of RES as a profit centre to support the core funding of RT.
2. Securing, managing and supervising delivery of projects and contracts in conjunction with colleagues in The Rivers Trust and its member rivers trusts.
3. Supervision and co-ordination of 4 – 6 Hub Co-ordinators operating at a regional level to support member rivers trusts.
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| Duties and Responsibilities | 1. Building a self-sustaining business model for RES that generates substantial new contracted work for The Rivers Trust at a national level and its members at a regional scale.
2. Developing clearly-defined services for sale to the private sector in the realm of paid ecosystem services and consultancy related to catchment and river management.
3. Ensuring that contracts comply with and support delivery of the charitable objectives of The Rivers Trust.
4. Collaborating with colleagues in The Rivers Trust (all of whom are dual employees of The Rivers Trust and RES) to co-ordinate delivery of projects and contracts.
5. Reporting to the Boards of RT and RES on a quarterly basis and liaising with the Directors about strategic development.
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| Knowledge, skills, experience and personal qualities sought: | * Excellent project and people management skills.
* Commercial contract delivery experience.
* First rate interpersonal skills to liaise effectively with colleagues and clients.
* Substantial sales experience in a commercial environment.
* A strong commitment to restoration of the water environment and a good understanding of environmental issues.
* Knowledge of environmental NGOs, government agencies and consultancies.
* Understanding of Corporate Social Responsibility and ESG ratings.
* Enthusiasm, self-reliance, ambition and charm.
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