



Job Description/Role Profile: Director of Enterprise
 Full Time, Permanent (part-time options could be considered)
 c £45,000

Urban Green Newcastle is a pioneering charity set up in 2019 to look after the city's parks and allotments. Our vision is for more people to enjoy and benefit from the beautiful open spaces in the city, and to ensure they are safe, welcoming and provide a great environment for wildlife and people which is valued by all. With support from core partners, Newcastle City Council, the National Trust and the National Lottery Heritage Fund, we are working to ensure a sustainable future for the 33 parks and over 60 allotments in our care.

Growing sustainable income streams is fundamental to Urban Green's ability to support long-term investment in the parks and allotments, environmental stewardship of the green estate and growing engagement opportunities. At the heart of our model is unlocking income potential through a range of existing and new commercial ventures which add to the overall park offer and are in line with the values of Urban Green.

This position of **Director of Enterprise** is a member of the senior leadership team, responsible for leading the development of sustainable new commercial income streams.

What you will deliver.

Great Leadership: You will provide outstanding leadership for your teams, inspiring excellent service and an open, inclusive and forward-looking culture. As a member of the Senior Leadership Team you will play a full part in setting and achieving the priorities for the organisation, and creating an example of collaborative teamwork. You will grow and lead a diverse team of staff and volunteers, encouraging innovation, continuous improvement and ensuring effective delivery.

Sustainable growth in commercial income: Through your entrepreneurial approach you will create and deliver effective strategies to grow commercial income streams including property development/management, events, and the Urban Green cafes in a way which is consonant with Urban Green's charitable objectives.

Sound financial management: You will ensure that the Trading Company is managed efficiently to provide an ongoing return to the charity, and seek out new sources of commercial funding to achieve organisational financial self-sufficiency.

A robust Health & Safety regime: Working collaboratively with other teams and external advisors, you will create and maintain a strong culture of compliance with statutory regulations and Health & Safety good practice.

Great customer service and stakeholder relationships: You will build and maintain strong and effective stakeholder relationships and ensure that the team delivers great customer service and advocacy for the mission of Urban Green.

Our values

Green/Sustainable: We are creating a green, sustainable future for the places in our care, encouraging both people and nature to thrive.

Innovative: We are leading creative ways to secure the future of public green space in the city. We are bold in our ambitions and not afraid to adapt and experiment.

Collaborative/inclusive: We are passionate about creating safe, welcoming and accessible places for everyone to enjoy. We act responsibly and take accountability for our decisions, balancing different needs in an open and fair way.

Scale & scope of the role

Reports to: Chief Executive

Operating Budget: You will be responsible for the operational budget for your team, for meeting income targets and, as part of SLT, in creating the organisational business plan. You will ensure that finances are managed carefully at all times, with appropriate procurement, value for money and budgetary control.

Line management: You will be responsible for line management of the Commercial Manager, Events Manager and Sports & Activity Officer.

Scope: You will be responsible for developing and managing UGN's commercial property portfolio and income streams including the Urban Green cafes, and the events and cultural programme.

Securing new income streams: Core to this role is delivering new income streams to achieve long-term financial sustainability through the charity's property portfolio, and commercial and trading activities.

Partnerships: You will work openly and collaboratively with a wide range of partners including community and Friends of groups, Newcastle City Council members and officers, environmental and statutory agencies, tenants, commercial partners and partner charities and funders.

Knowledge, skills and experience needed

A track record of developing and delivering sustainable commercial income streams, ideally within a charity/social enterprise setting.

A creative and entrepreneurial approach.

Strong business acumen and the ability to drive sustainable and 'green' revenue growth.

Excellent project management skills

A track record in developing successful funding bids.

Experience of developing and running profitable hospitality businesses (Desirable)

Experience of commercial property management and development (Desirable)

Excellent interpersonal skills and ability to communicate effectively with a wide range of stakeholders.

Demonstrable ability to inspire, manage and motivate staff and volunteers.

A collaborative team-player who builds consensus and has the ability to drive projects forward to completion.

Demonstrable passion for the mission and values of Urban Green