



Learning Disability Wales
Anabledd Dysgu Cymru

Person Specification for Business Development Manager

Section	Job Criteria		Assessment Method	Essential or Desirable
Qualifications	1.	Educated to further/higher level or equivalent professional development.	Application	Essential
Knowledge and Experience	2.	Knowledge of the range of funding opportunities and gifts available to charities and experience of identifying new.	Application Interview Probation	Essential
	3.	Experience of writing successful high quality funding applications to a range of different audiences	Application Interview Probation	Essential
	4.	Experience of securing philanthropic gifts from private donors.	Application Interview	Desirable
	5.	An of understanding the barriers and challenges faced by people with a learning disability and/or autism.	Application Interview	Desirable
	6.	Knowledge and understanding of Welsh structures and networks.	Application Interview Probation	Essential
Skills, Awareness, Abilities and Attitude	7.	Ability to self motivate, work under pressure on your own initiative and meet deadlines.	Application Interview Probation	Essential
	8.	Ability to be organised, planned and structured in your approach.	Application Interview Probation	Essential
	9.	Aptitude to problem solve, negotiate and persuade when necessary to ensure a successful outcome.	Application Interview Probation	Essential

Section	Job Criteria		Assessment Method	Essential or Desirable
	10.	Excellent interpersonal, verbal and written communication and presentation skills.	Application Interview Probation	Essential
	11.	Ability to network, influence build and maintain effective and productive partnerships with a range of funders, donors and stakeholders	Interview Probation	Essential
Other	12.	Willingness to travel.	Application Form	Essential
	13.	Ability to speak Welsh.	Application Form	Desirable
	14.	Available to work flexibly.	Application Form	Essential

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May 2024