

## **Cheshire Connect Business Connector – full-time or part-time for the right candidate**

**Location: Cheshire West and Chester – Home-based**

**Salary: £ 27,500 - £31,000 pa fte (dependant on experience)**

**Accountable to the CEO and Business Support Manager**

### **Introduction**

Cheshire Connect is a registered charity that is passionate about building stronger communities by matching skills donated by local business people with charities and other voluntary organisations that will benefit from those skills.

The role of Business Connector requires a strong understanding of business principles, a good knowledge of the local community and a passion to make a positive difference.

In the role of Business Connector, you will be required to source and work closely in the Cheshire West and Chester areas with charities and other organisations within the voluntary sector that may benefit from skills exchange opportunities through Cheshire Connect. This role will involve building relationships, gaining trust and encouraging charities to 'open up' to you so that you can identify the areas where the introduction of business skills will provide maximum reward.

These skills will also be required when sourcing a business that is willing to engage. You will need to identify and work closely in your geographical area with businesses that might donate skills via Cheshire Connect, and you will need to ensure that you have a sufficient bank of donating businesses to meet the voluntary sector demand for our services. This will involve establishing good relationships with many local businesses, effective networking, making and building contacts and relationships at the Chamber of Commerce, the Local Authority, and other business organisations, and being available to attend networking events and workshops within the local area.

You will also be a key contributor to the 'Transform Programme', where we have a supply of 'outstanding' business skill donors to contribute to the programme.

Also, as a member of the team, you will contribute to the development and leadership of our leadership support programmes. You will be instrumental in providing support and guidance and assisting with the delivery of all the current programmes, Connect, Lead and Learn, Connect Lead and Learn, Access and Connect Ask and Learn.

We are a small, codependent team, so you will enjoy working in collaboration with the other two Business Connectors and the Business Support Manager to ensure all delivery targets are exceeded for the charity. Key to this is the fostering of a collaborative approach and engagement in the sharing of best practice between members of the team. You will keep in touch with other Business Connectors both through regular team meetings and ad hoc informal communications. You will report regularly to Cheshire Connect's CEO and the Business Support Manager, and your outcomes will be measured against a set of meaningful criteria shared by the team.

You will believe in the power of collaboration to ensure that the beneficiaries of the many Cheshire-based charities continue to get the support they need, by bringing charities and businesses closer together. In that case, you will flourish in this role, as the difference you will make is sometimes beyond conventional measure, and the satisfaction is immense.

You will be supported in your role by the Business Support Manager to build on progress already achieved in the Cheshire West and Chester area.

## **Skills required**

### Communication Skills

You will be required to present Cheshire Connect to various groups of people at networking events, hub days, and charity and business meetings. Listening to charities and businesses carefully is a key part of effectively identifying their needs. You will also be required to draft case studies and press releases on business/charity matches. As part of a very close team, you will be required to use practical communication skills to both support and develop the outcomes of the whole team.

### Good Organisation

Cheshire Connect registers and monitors all meetings with both the charity and the business. This is done by completing and filing various forms from registration through to evaluation of the skills exchange. You will be required to regularly update and register all associated documentation and communication on the Cheshire Connect database. Regular and accurate reporting to the CEO and Business Support will be key so that we can monitor progress and provide the most relevant support to you when needed. You will be required to organise and maximise your time and input to make Cheshire Connect the very best it can be.

### Flexible

Meetings are often cancelled and/or changed at very short notice, so you will need to be flexible when working with both the business and charity contacts, as their requirements and commitments change. As part of a small team, you will be required to support other team members where necessary and contribute to the 'Transform' and leadership development programmes mentioned above.

### Good Negotiator

Your role as Business Connector will require you to liaise between both charities and businesses as needed. This can best be described as working in the capacity of a 'marriage/relationship broker'. You will be required to negotiate the nature of assistance and support provided, the time scales involved, and, on occasion, speak about areas of support that Cheshire Connect cannot assist with.

## **Key Attributes**

Creative, Productive, Tenacious, Ambitious, Values-Driven, Solutions-Focused, Integrity

As a Cheshire Connect Business Connector, you will not only be working independently within your area but also supporting the team when needed. Therefore, these key attributes are essential to ensure that you achieve success.

You will need to be ambitious and can 'think outside the box' so that you can further develop new ways of gaining business and charity interest.

Cheshire Connect is a registered charity and is passionate about making a difference in the community. As a Business Connector, you will represent the values of the organisation, which are:

- Collaboration – working effectively in partnership with businesses, charities and key stakeholders to develop stronger communities together;
- Understanding – we build knowledge of our local communities and strong relationships to understand how we can best direct our resources clearly;
- Passion - we are passionate about stimulating lasting change and stronger communities.

Everything we do at Cheshire Connect is based on our values: collaboration, understanding and passion.

We are working closely with several partners, including Local Government, Cheshire Constabulary, the Church and local charitable trusts. All these parties are key stakeholders in Cheshire and play an essential part in our work.

**If you are interested and would like to apply for this position, please email your CV and a letter of application (no more than one side of A4) clearly explaining how your skill set and experience are suited to the role to: John Denny, CEO, Cheshire Connect, [johndenny@cheshireconnect.org](mailto:johndenny@cheshireconnect.org) by 26<sup>th</sup> August 2025**

**Should you wish to find out more about this opportunity then you can contact John Denny or Andrea Peattie [johndenny@cheshireconnect.org](mailto:johndenny@cheshireconnect.org) [andreapeattie@cheshireconnect.org](mailto:andreapeattie@cheshireconnect.org) who will be available for a chat on 19<sup>th</sup> August 2025**

**Interviews will be held, initially over Zoom, on 3 September 2025.**