

Job role	Third Sector and Local Authorities business development lead
Contract type	Initial 3-month permanent contract prorated at £40k per annum. We plan to make this a permanent roll for the right person after the initial period.

About RIVIAM

RIVIAM is passionate about improving people's lives by providing a secure cloud platform and services for health and social care organisations to collaborate and co-ordinate care. Our technology connects with existing NHS computer systems and clinical records whilst enabling new care services. With RIVIAM, our customers are able to create efficiencies and deliver joined-up care using integrated information.

Currently, RIVIAM is focused on providing referral management and workflow services for the NHS with customers in Children's Mental Health Services (CAMHS) and Adult Community Health Services.

Over the last year, RIVIAM has been evolving its offering to enable third sector organisations to work more easily with NHS and Local Authority commissioners in delivering services to people. As part of this work, RIVIAM has developed new capabilities and the RIVIAM Wellbeing service that allows third sector organisations to have a Shared Care Plan around a person. This includes enhanced consent management to enable the sharing of sensitive information across organisations.

Role specification

We are looking for an innovative professional to join us to help engage with the third sector and Local Authorities to develop relationships and to expand use of the service across new customers. Customers of the Wellbeing service are likely to be Local Authorities, but third sector organisations are important influencers.

Responsibilities of this role:

- 1) Developing relationships with RIVIAM's existing third sector customers to explore how RIVIAM's care planning and Wellbeing service can better support their organisations.
- 2) Work with the national third sector bodies to understand their strategies for integrated care and how RIVIAM can help.
- 3) Develop new business opportunities with third sector partners and Local Authorities.
- 4) Contribute to RIVIAM's product and market development strategies.

Person's experience:

- 1) Must have experience of third sector and or voluntary organisations either working in or delivering services to them.
- 2) Must have relationships with senior leaders in the third sector, voluntary sector and Local Authorities.
- 3) Experience of working with senior management and influencers within the health, social care, third sector and voluntary sector.
- 4) A track record of presenting new ideas and gaining buy in to achieve successful engagement and new business opportunities.
- 5) Experience of writing proposals to win contracts.
- 6) Experience of the political landscape of NHS and social care with an interest in policy / future direction.



Required skills:

- 1) Excellent written and verbal communication skills. Able to write presentations and bids independently with review.
- 2) Strong networking skills being able to build professional relationships to deliver value to customers and stakeholders.
- 3) Strong skills in using Microsoft Powerpoint and Word.
- 4) Ability to think on your feet and a 'can do' attitude.

Location

RIVIAM is based in the centre of Bath and after lockdown the person is welcome to work from the office or to work remotely.

Contact

Please get in touch with Paul Targett on ptargett@riviam.com if you are interested in the role.