

Avanti Foundation – a charity focussed on wellbeing and education

Role: General Manager

Salary: TBC (circa £30,000)

Reporting to: Board of Directors, Avanti Foundation

Start date: July 15th, 2021

We are seeking an ambitious and entrepreneurial General Manager who can fulfil both short and long-term goals of establishing a residential educational centre, focused on personal transformation, at a venue in the East Midlands. The venue was previously run as a hotel, and we will be taking vacant possession. As such, you will build the business from ground up. You will need to have a very careful eye on budgets as you scale the business quickly. This is a unique opportunity to work alongside a forward-thinking founding team and help to create a strategically important new venture.

What You Will Be Doing

- Securing expansion opportunities and strong income streams
- Developing new clients across various market segments for destination events at the venue
- Writing business proposals and financial plans that reflect in-depth knowledge of the levers of growth, customer needs and clear value propositions
- Negotiating with stakeholders
- Executing the agreed business strategy
- Setting up teams to deliver events
- Managing all site operations, including performance management of the site manager, and the catering services
- Ensuring all aspects of compliance
- Reporting to the board with a comprehensive risk register, successes and areas needing improvement
- Driving forward the mission and vision of Avanti

What You Need for this Position

- An undergraduate degree or equivalent experience
- Excellent experience and track record in revenue generation, sales & operations
- Executive level industry experience in one or more of the following areas: retail, event management, business expansion
- Experience and understanding of the philosophical premises that underpin Avanti and its approach to education and wellbeing

What You must have

- Strong sense of ethics
- Proven ability to negotiate
- High-level communication skills, stakeholder management skills, conflict resolution
- Experience with design and implementation of business development strategy
- The ability to self-motivate and motivate a team
- Strong sense of personal leadership demonstrating the ability to function independently, but must also be able to contribute to team initiatives
- Highly organised, detail-oriented, and the ability to multi-task in a dynamic, fast-changing entrepreneurial environment
- Able to integrate knowledge across multiple disciplines
- Strong business and commercial acumen

Applying

Due to the nature of this role, it will be necessary for the appropriate level of criminal record disclosure to be undertaken. In making your application, it is essential you disclose whether you have any pending charges, convictions, bind-overs or cautions and, if so, for which offences. This post will be exempt from the provisions of Section 4 (2) of the Rehabilitation of Offenders Act 1974. Therefore, applicants are not entitled to withhold information about convictions which for other purposes are 'spent' under the provision of the Act, and, in the event of the employment being taken up; any failure to disclose such convictions will result in dismissal or disciplinary action. The fact that a pending charge, conviction, bind-over or caution has been recorded against you will not necessarily debar you from consideration for this appointment.

Avanti is committed to safeguarding and promoting the welfare of children and young people and requires all staff and volunteers to share this commitment.

All successful candidates are required to have an Enhanced DBS check unless internally appointed and still within the cycle of DBS re-checks.

We welcome applications from both men and women of all ages, from any background and from candidates with disabilities.

This is a rolling advert and applications will be reviewed weekly.

Application forms must be submitted to careers@avanti.org.uk once fully completed.

The successful candidate will be required to sign the application declaration on appointment.

Any appointment subsequently made will be subject to the receipt of satisfactory references and other pre-employment checks.