

Head of Business Development & Commercial Growth Role Summary

Location:	Godalming, Surrey	Reporting to:	Chief Executive Officer
Salary:	£60,000–£68,000 per annum, plus performance bonus of up to 15%		

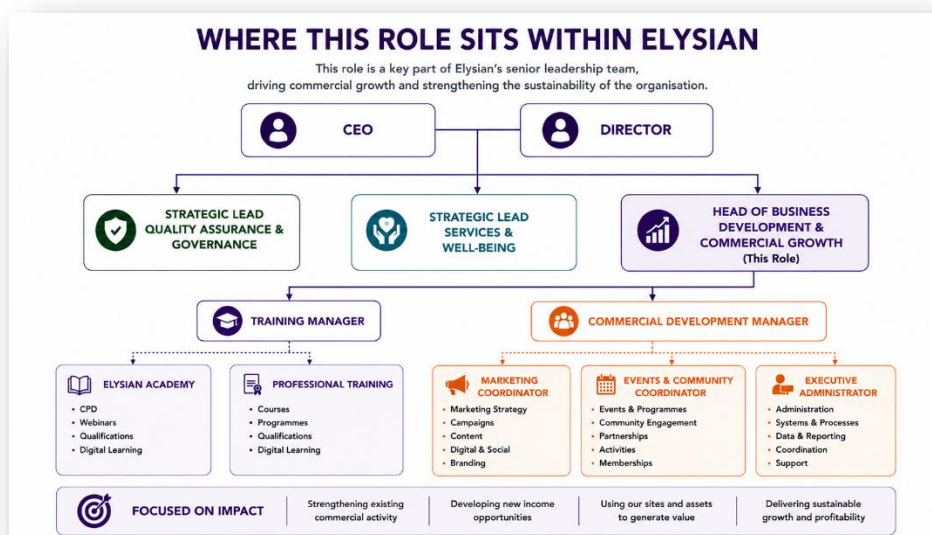
About Elysian

Elysian is a small group of organisations that provide therapeutic education, animal-assisted interventions, and a growing range of training, events and community activity across Surrey and Hampshire. Alongside our core educational and therapeutic work, we run a number of commercial ventures, training, events, the Elysian Awards, and community membership programmes, and we're looking to grow this side of the organisation significantly.

The Opportunity

We're looking for an experienced, commercially minded leader to take charge of Elysian's commercial growth: strengthening existing income streams and identifying and launching new ones, using our sites, people and reputation as the foundation. Two roles report to you directly, and you'll hold strategic leadership across Training & Development, Events & Community Engagement, and Marketing & Communications.

This is a senior, genuinely accountable role for someone who has built commercial success before, whether growing an existing operation or launching something new from scratch, and who wants to bring that experience into an organisation with real purpose behind it.



What You'll Do

- Own the commercial performance of Elysian's existing projects, including Training & Development, Events, the Exclusive Community and the Elysian Awards.
- Identify, design and launch new revenue-generating ventures, drawing on your own track record.
- Find ways to generate income from Elysian's sites during periods they aren't in everyday use.
- Bring forward your own proposals for investment, tied to the return each one will generate, rather than working from a fixed budget.
- Report directly to the CEO, and be genuinely accountable for the results you deliver.

What We're Looking For

- A genuine, evidenced track record of taking a business or business unit from underperforming to properly profitable.
- Direct experience building or launching a commercial venture from scratch.
- Real commercial understanding of training and/or events as sectors.
- Comfortable proposing and being held to your own commercial targets.
- The ability to balance genuine commercial ambition with a values-led organisation.

What Success Looks Like in Year One

- The commercial portfolio operating at or approaching break-even.
- At least one new commercially viable venture successfully launched.
- Clear commercial reporting established across all projects.
- A prioritised pipeline of future commercial opportunities in place.

Interested?

Email recruit@elysianuk.org with an expression of interest in the role to request the full Recruitment Pack, including the complete job description, assessment process and how to apply.

Elysian is committed to safeguarding children and young people. All candidates are subject to safeguarding vetting scrutiny, including reference checking, enhanced DBS and online checks.