



Make a Real Difference - an Exceptional “Third Sector” Opportunity.

Project Delta, Relationship Manager (x3)

Location: Flexible locations or home-based
Contract Period: Minimum 12 months
Salary: £25,000, plus 6% pension contribution

We’re looking for:

- A hands-on project manager with exceptional interpersonal and influencing skills.
- Someone who has experience of building successful relationships and partnerships within the charity, not-for-profit or voluntary sectors.
- A team player that can operate at both Board and operational level.
- A compassionate, but business literate, individual who is looking to make a real difference in the Third Sector.

Our Organisation

ABCUL is the leading trade association for Credit Unions throughout Great Britain. As the main trade body, we represent the interests of Credit Unions at both a UK and European government level, with the Financial Services Authority, and the Financial Inclusion Task Force.

If individuals don't have a bank account they find it difficult to gain employment and housing and it's this financial exclusion that can often lead to them borrowing money from “loan sharks”, with all the inherent issues. By providing savings, loans and insurances for more than half a million members, Credit Unions play a vital role in serving the needs of the financially disadvantaged and are totally committed to helping their members' improve their financial well-being.

The Project Delta Opportunity

If you're serious about making a difference to peoples' lives, this is an outstanding opportunity to be part of a new dynamic team where you can make a real difference. We are recruiting a specialist team of project Relationship Managers who will offer our membership base a range of consultancy services that will encompass development, education, and learning products and services. As a result of introducing these services, Credit Unions will be better placed to manage and deliver an ever increasingly sophisticated range of lending and financial services products to their customer base.

The objective of the Government-funded “Project Delta” is to ensure the effective management and allocation of the Department of Work and Pensions Growth Fund investment, via Credit Unions. To support this initiative, ABCUL will be offering Credit Unions' specialist training and leading-edge learning and development support.

The Project Management Role

You will be assigned your own geographical region and portfolio of Credit Unions and you will be expected to orchestrate, facilitate and manage change by accessing the relevant support services offered by ABCUL. Acting as a face-to-face consultant, you will be offering and managing the implementation of a range of learning and development initiatives and you will be encouraging your client base to embrace change at both Board and operational levels.

Candidates must be able to demonstrate evidence of:

1. Establishing and managing partnerships with external organisations.
2. Managing and influencing change via a diverse range of stakeholders.
3. Effective written and verbal communication.
4. Planning and organisation.
5. Working to strict deadlines and defined deliverables.

Your main responsibilities will include:

1. Project plan ownership to meet key milestones.
2. Driving Project plan implementation to achieve deliverables on time and budget through the Project Delta shared support services.
3. Representing ABCUL at all levels within Credit Unions.
4. Developing and managing the framework of documentation needed to drive a project of this scale and nature.
5. Managing income and expenditure budgets for the Project.
6. Providing reports on the Project's progress to the Project Leader and Steering Committee.
7. Hiring and managing third party suppliers as needed to deliver elements of the Project work streams.
8. Working in tandem with allocated Principal Analysts as Partners in progress health checks.

The Exceptional Individual

A. Skills and Experience:

1. Minimum three years experience of managing projects.
2. First class project and time management skills to manage competing demands for limited resources.
3. A successful track record of project delivery to budget and timescales.
4. An ability to write and deliver reports and presentations for Project stakeholders.
5. Significant diplomacy and influencing skills sufficient to work within a democratic movement, with voluntary board members and Credit Union managers.
6. Excellent communication skills, both written and face-to-face, in communicating, negotiating and persuading.
7. The ability to communicate complex legal, technical and financial information in an understandable manner.
8. A commitment to integrating ABCUL's equal opportunities policy in the work of the Association.
9. An affinity with the role and the needs of Credit Unions and the Project stakeholders to develop the Project to meet customer needs.

10. Excellent PC and application software skills, e.g. email, Goldmine, Timesheet, Microsoft Office software, internet, etc.
11. Work flexibility to include some weekends and evenings throughout the period, as required.

B. Personal Attributes

1. Driven
2. Objective
3. Analytical
4. Team player
5. Consultative
6. Multi-tasker
7. Motivational
8. Engaging
9. Compassionate

C. Desired Experience

1. Experience of working in a financial environment, preferably capacity lending arena.
2. Experience or knowledge of credit union operations and credit unions' legal and regulatory framework.

If you're serious about making a difference to peoples' lives and have the vision to see how this opportunity can further develop your career and commercial acumen then, in the first instance, email your CV to our retained recruitment consultant Lindsay McEwan at ABCUL@gasearch.co.uk. For further background on ABCUL, visit our web site www.abc.ul.org.

Deadline for applications is Wednesday 29th April 2009.