

Vacancy:

## Head of Business Services and Engagement

**Job type:** Full-time, permanent

**Location:** Based in London, UK with travel

**Start date:** November 2022 onwards\*

**Published:** September 2022



## Introducing GovRisk

GovRisk is a leading international provider of high-level training and consultancy services specialised in anti-corruption, anti-money laundering, public procurement reform, and capacity building.

### But that's not all we are...!

GovRisk is powered by a small team with big ambitions, used to punching above their weight.

Our expertise is relied upon by governments and private sector stakeholders all over the world. We work with our clients and partners to tackle the obstacles to sustainable development, integrity and good governance, such as corruption and financial crime. We're a bespoke consultancy which means we get to offer clients an approach that's not only tailored to their individual needs but agile in response to changing needs and conditions.

As a small but growing business we take our company culture seriously. We're excited about the flexibility the post-pandemic world has to offer in terms of combined remote and in-office working and we are already seeing the benefits of a hybrid approach. No matter where you're working from, we want to support our team members to feel happy and fulfilled at work but we'll also help you to protect the time and space you need to pursue your other passions (whether that's your Tuesday martial arts class, artisan bread-making or just quality time with your six cats).

If this aligns with your work-life priorities and you think you could bring energy and expertise to our team we'd love to hear from you.

For further information about us, please see our website: [www.govrisk.org](http://www.govrisk.org)

## Where the Head of Business Services and Engagement (HoBSE) fits in the team

**We are looking for an experienced and passionate Head of Business Services and Engagement who can lead on GovRisk's five-year diversification strategy.** We are keen to grow our team with the addition of a dynamic individual who can make a real impact to our work. S/he will have a track record of pipeline management, strategic thinking, and experience in financial crime (or relevant training and advisory services) gained either through a consultancy, financial services firm, or with a regulatory body.

As Head of Business Services and Engagement you will be joining a fast paced and dynamic organisation at a time of growth and re-organisation. Leading a workstream in a small but highly motivated and ambitious team you will be responsible for delivering excellent, unique and dynamic services to businesses and corporate partners both in the UK and globally to help combat money laundering and financial crime.

Working alongside wider GovRisk colleagues you will utilise GovRisk's USP to secure and grow our business partnerships, creating new services and training offerings to meet the diverse needs of the business community. You will play a fundamental role in growing GovRisk's sustainable income to meet our ambitious income generation targets.

Using your experience of managing and delivering services to a variety of businesses, you will work closely with the Board to develop and deliver the organisation's five-year diversification strategy. The ability to manage a pipeline and prioritise workloads effectively and efficiently is key.

The Head of Business Services will report to GovRisk's Managing Director. This is a partner level position with the opportunity for the candidate to be promoted to the Board depending on performance.

The role is based in London with hybrid working options and travel opportunities to project locations.

### Your Key Responsibilities

### **Business Development:**

- Build GovRisk's profile across the company's target sectors<sup>1</sup> with private sector clients, partners and networks both within the UK and internationally;
- Responsible for supporting the drive of the sales process and business area practice in relation to retaining and developing profitable new clients;
- Generate and maintain a pipeline of prospects and accurately maintain the database in order to create and convert sales opportunities;
- Build on and develop network relationships globally;
- Develop and maintain knowledge of relevant products and services offered by GovRisk;
- Manage commercial contract opportunities, coordinating teams in London and in-country ensure the delivery of high quality, competitive and compliant pitches;
- Proactively develop partnership opportunities with like-minded organisations;
- Research to support new/additional opportunities;
- Report to the Board on the new business pipeline.

### **Product Management:**

- Ensure client contracts are delivered to budget and in accordance with client needs;
- Ownership, maintenance and growth of new and existing client relationships;
- Entrepreneurial approach to problem solving – can test a product and solve issues across the whole product cycle;
- Lead team members on the maintenance and improvement of GovRisk's suite of products and services;
- Update the Board on delivery progress.

### **Stakeholder Engagement:**

- Develop new and existing client relationships by networking effectively;
- Understand clients business and risk management needs and look for solutions through GovRisk's services.
- Ownership, maintenance and growth of new and existing client relationships;
- Represent GovRisk at events.

### **Leadership:**

- Work with the senior leadership team to develop and deliver the organisation's five-year diversification strategy.
- Utilisation planning with the Managing Director to ensure resources are appropriately allocated to pursue new business opportunities as well as deliver existing contracts.
- Contribute to the effective operation of the business services product line.

### **General Company Tasks:**

- Feedback to GovRisk Directors on general improvements and input to company functionality assessment;
- Attend weekly team meetings and proactively contribute;
- Report lessons learned from delivery to the wider company.

## **Your Experience**

### **Requirements:**

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<sup>1</sup> Target sectors include Anti-corruption, Anti-Money Laundering, Cyber-Crime, Procurement Policy, Regulatory Policy for FinTech/RegTech and Justice Reform. Knowledge of or experience in one or more of these sectors would be an advantage.

- Over 5 years' experience in financial crime gained either through a consultancy, financial services firm, or with a regulatory body;
- A proven track record of sales and business development experience;
- Demonstrable success in leading high performing teams and delivering large-scale projects.
- Practical experience of building and managing complex stakeholder relationships, including identifying and overcoming obstacles;
- High level of drive, commitment to achieving solution, and ability to work under pressure;
- Flexibility to rapidly understand complex problems and rationalise these into a workable solution which can then be delivered;
- Strong technical writing and reporting skills;
- Highly proficient in Microsoft Office suite, particularly Excel, Word and PowerPoint;
- Excellent communication and interpersonal skills;
- Experience designing effective communications using graphics, charts and graphs;
- Sales and marketing experience and/or experience running social media campaigns;
- A flair for developing operational processes;
- A positive problem-solving approach;
- A proactive, enthusiastic member of the team, capable of planning and prioritising workload with little supervision.

#### **Desirable Skills or Experience:**

- Strong interest and commitment to understanding and developing leading financial crime prevention solutions to our industry clients;
- A strong network across the financial services sector (either in the UK or globally);
- Extensive knowledge of the financial crime regulatory landscape;
- A background in training as well as industry experience (could include ACAMS, ICA, Fintelekt or a CISI Accredited Training Provider);
- Strong team player;
- Fluency in Spanish, Arabic or Mandarin.

#### **How to apply**

If you hold a genuine desire to make a difference and want to surround yourself with like-minded, talented and driven individuals who strive to do the same, apply now.

Please submit your CV and cover letter detailing your skills and suitability for this role to [recruitment@govrisk.org](mailto:recruitment@govrisk.org) by **30<sup>th</sup> of November 2022**. Please note that applications from agencies will not be considered at this time. To be eligible to apply for this role you must be legally permitted to work in the UK.