

**Director of the Work Foundation (TWF)
Person Specification**

Criteria	E/D	Assessment
<i>Personal Attributes</i>		
A dynamic and inspirational leader who is able to develop TWF to become a UK leading organisation	E	I/P
A high profile reputation with demonstrable track record of delivering results to enhance organisational effectiveness	E	A/I
Energetic, driven and determined to ensure that TWF is a sustainable and profitable organisation with a respected reputation	E	I/P
Entrepreneurial and a known leader in their field of expertise	E	A/I
<i>Experience and Knowledge</i>		
Experience of generating high levels of income and increasing revenue through the generation of leads	E	A/I
Track record of doing high quality research or applied research	E	A
Experience of developing and nurturing relationships with corporate stakeholders to embed partnership working and to secure ongoing business	E	A/I
Knowledge and understanding of the media to help maximise the external impact of TWF	E	A/I
Knowledge of a variety of business development models and their application in a think tank and research environment	E	I
Experience of leading and delivering change in complex organisation	E	A/I
A clear and demonstrable understanding of UK corporate environments (preferable with some European knowledge)	E (D)	I/P
Awareness and understanding of European funding and its impact on UK business	D	A

Understanding and appreciation of the core business of TWF and / or similar organisations	D	I
An understanding of the higher education sector	D	I
Skills and Abilities		
A strong effective communicator with highly developed interpersonal and influencing skills including the ability to communicate a clear vision to a wide range of audiences	E	A/I/P
Highly developed negotiation and persuasion skills	E	I/P
Ability to develop vision and strategy within a complex environment and to deliver that vision through others	E	I
Ability to handle challenging situations with integrity, resilience and determination	E	I/P
Inspire and generate enthusiasm with staff at all levels to deliver key objectives and achieve success	E	I
Excellent written skills and the ability to speak confidently in public	E	A/I

KEY	
E	Essential
D	Desirable
A	Application
I	Interview
P	Presentation

January 2015