

<b>Title</b>	Director of Delivery
<b>Business Area</b>	Delivery Directorate
<b>Manager</b>	Chief Executive Officer



## **JOB DESCRIPTION**

### **Main Purpose**

1. Oversee the strategic development and delivery of the Delivery Directorate, including sporting competition and events, performance sport, development activity and sport compliance and governance.
2. Ensure high quality engagement between BUCS and its members.
3. Ensure financial targets for the Directorate are met and, where possible, drive each area of work within the Directorate to be independently sustainable.

### **Main Responsibilities**

1. Develop, implement and evaluate strategies, goals and objectives for sustainable organisational growth.
2. Provide strategic leadership and high-level input and advice to the COO and CEO across all delivery areas.
3. Develop strong, sustainable and mutually beneficial external relationships.
4. Work with UK National Governing Bodies and other partner organisations such as Sport England to align BUCS activities and programmes where possible.
5. Work with European and International Sport Federations and evaluate opportunities for collaboration.
6. Seek partnerships with funding bodies aligned to BUCS' work.
7. Oversee negotiations, delivery, financial management, evaluation and contractual compliance with all non-commercial partners, particularly Sport England.
8. Work with the Commercial Team to create and maintain commercial partnerships, ensuring delivery of sponsor requirements and fulfilment of contractual obligations.
9. Work with the Digital and Engagement Team to maximise appropriate exposure of BUCS delivery.
10. Work with the Insight Team to collect and analyse insight and data, including overseeing research and analysis of delivery data.
11. Use data to drive performance improvement and efficiencies across the directorate.
12. Devise and deliver all areas of the Delivery Directorate budget.

### **Other Responsibilities**

1. Promote the organisation externally.
2. Ensure all initiatives align with the business strategies, cross-cutting EDIA beliefs, values and culture,
3. Deputise for the Chief Executive Officer and Chief Operating Officer as appropriate.

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## **PERSON SPECIFICATION**

### **Essential experience and knowledge**

1. Working within a complex sporting environment.
2. Financial responsibility and management, including budgeting and forecasting.
3. Developing, managing, evaluating and governing multi-dimensional competition structures.
4. Development of sport and physical activity in its widest sense including infrastructure and impact
5. A strong understanding of the Higher Education sporting landscape, including the challenges faced by the full range of member organisations and their engagement with BUCS.

### **Essential skills and abilities**

1. Drive and commitment to deliver organisational change and make the business succeed and grow.
2. Manage, enable and engage stakeholders, in particular our members, with professionalism and passion.
3. Innovation and ability to co-create, design and deliver new initiatives.
4. Think and act commercially in sport competitions and other areas.
5. Passion for improving efficiency and effectiveness and making considered strategic decisions.
6. Flexibility and adaptability to work under pressure to tight deadlines.
7. Excellent networking skills.
8. The ability to advocate coherently for sport and physical activity
9. Project management skills.
10. Develop, enable and empower staff at a senior level.
11. Use of wide-ranging communication methods internally and externally.