



The
Shared
Value
Business

Senior Social Value
Consultant

Role Outline
18.05.22

Senior Social Value Consultant

- **Location:** Homebased with travel to TSVB offices in Morecambe by agreement, and regular travel to client offices.
- **Starting Salary:** £40k (pro-rata) dependent on experience, with regular review based on performance
- **Contract:** 0.8 - 1FTE (by negotiation) fully flexible, Monday to Friday.
- **Annual Leave:** 34 (pro-rata) days including public holidays and your birthday off.
- **Laptop supplied**
- **Company Pension**
- **6 days each year in-work time to volunteer on a social project of your choosing¹.**
- **Membership of the ICRS**
- **Access to a brilliant network of committed social value peers**

TSVB is a Social Value consultancy. This means we work with clients in public sector supply chain to help them create and deliver working practices which maximise benefit for people and places.

We're looking for an individual with an excellent understanding of the complexity of creating social value, and who can design and deliver projects for a variety of multi-sector, diverse clients. We need someone who can interpret data and enjoys thinking at systems level, as our clients often need us to design large scale, multi-year social investment programmes. The work is challenging and fast-paced, so you must have a positive attitude, be able to work independently, and be meticulous.

Our key service offerings are strategy, training and tenders (advising, authoring and technically reviewing bid responses). Training is a critical element to our service, and all client-facing team members will find themselves training clients – whether in-house with clients or more general advisory and training sessions with groups of businesses. You don't need to be a qualified trainer, but you do need to be comfortable about presenting information to diverse groups of people in a business environment.

Other aspects of our work include helping social purpose organisations evaluate their impact (through we're not a SROI consultancy) and supporting partnership organisations and very large companies with complex structures to implement social sustainability processes.

We expect you to have a good working knowledge of the Social Value Model and Social Value Portal TOMs as many clients are responding to these requirements. A solid understanding of Theory of Change is vital as this process underpins our working practices.

¹ Though we expect you to design a Theory of Change to justify your involvement!

Key Responsibilities

- To design social sustainability strategies for clients
- To support clients in the creation of measurable social value action plans to be embedded within contracting, referencing UN SDGs and Social Value Model.
- To support clients in the authoring and technical review of in-tender social value action plans
- To support clients to deliver and report on social value action plans
- To train organisations in understanding social value and how to deliver it within their own organisations.
- Supporting business development to grow clients and pipeline, both face to face business networking and digital marketing.
- Providing support to help internal project teams deliver, monitor and report on the social value they create.
- Engaging with public and third sector organisations and community groups to design and deliver high value, mutually beneficial partnerships.
- Write case studies, resources and content that support our marketing strategy to share valuable insight and success stories.
- To work collaboratively to grow TSVB and your role within the consultancy

Essential Criteria

- A comprehensive and demonstrable understanding of social value legislation and how this is being applied across public sector commissioning.
- A good working knowledge of the implications of all 5 Social Value Model Themes and the Social Value Portal TOMs for clients, and the ability to contextualise and explain these.
- A comprehensive and practical understanding of the content of a social value action plan, and minimum 12 months experience as consultant lead in designing bespoke action plans for clients.
- The ability to be lead trainer (and content author) in delivering training for a wide range of public, third and private sector clients to help them understand social value legislation.
- A passion for creating measurable positive change for people and places, to help everyone achieve their potential in life.
- Excellent written and verbal communication skills, and confident public speaker
- Experience working in multi-disciplinary teams on a variety of projects and programmes.
- Ability to communicate, influence and inspire clients and other key stakeholders on global, national, and regional social sustainability issues.
- Diligent in service delivery, communications, and ways of working with others.
- Practical and common sense – able to call things out in a respectful and constructive way.
- Analytical and able to understand local and national trends, using socio-economic data.
- Ability to build networks and coach others, both internally in the organisation and clients.

To apply:

Please send your CV and a covering letter explaining why you feel you're right for the role to:

Claire Louise Chapman
clairelouise@tsvb.co.uk

Note:

We're growing the team rapidly. If you've read the criteria, feel passionate about the role but are worried you're not quite there with some of the experience – send us your CV and a letter explaining your interest anyway. We're going to be training team members, and if you convince us that you're a good fit for our organisation we'll be in touch!

We're particularly interested in applicants based in West Cumbria.