



Vacancy for a Business Development Lead

The Insolvency Practitioners Association (IPA) is a membership organisation and a professional regulatory body recognised by the Government for the purposes of licensing members to act as insolvency practitioners. As the only such body specialising in insolvency, it has been and continues to be at the forefront of standard setting, creating insolvency qualifications, widening access to insolvency knowledge and understanding and leading debate on current issues. A team of over 30 staff, based in Waterloo, London, is responsible for supporting the IPA's members, affiliates and students and ensuring that the IPA's brand and reputation are both maintained and enhanced.

The IPA runs with a modestly-sized secretariat. As a key member of the team, any post-holder must be a natural collaborator across traditional team boundaries and should be willing to contribute at all levels.

Role Description

1. Developing and realising a membership and licensee attraction and retention strategy: including ensuring that services are what our members and license holders want and need.
2. Creating a sustainable future: developing an income generation and business development strategy.
3. Delivery and partnership: developing new commercial and educational partnerships

Essential Skills/Experience

- Strongly networked in the Insolvency Profession and wider insolvency and restructuring market.
- Entrepreneurial and commercial/partnering in business development.
- Track record of new business line generation with sustained growth.
- Creative and eloquent in written and communication skills, including at Board level and with Senior Stakeholders.
- Well organised, proactive and collaborative, with a strong delivery track record.
- Experience of working for a membership body or regulator.

Additional Information

- Pay negotiable with performance bonus considered
- Part time or full -time applicants considered

If you would like to apply for this role, please send your CV with a covering letter to Sarah Munroe at sarahm@ipa.uk.com by Monday 22nd March 2021