



OBee Business Advisor Volunteer Role

Objective of the role:

To set the pace and ensure that OBee receives adequate financial recompense for services it offers to third parties.

Background

We are unique and seek to promote 'green' and traditional practical skills through practical demonstrations, talks and exciting training courses. These will be at Orchard Barn or at other venues in the area. OBee is planning on hosting third party events, such as corporate team-building, at its premises. These activities will demand time and cost money; as a Community Interest Company our resources are finite. We aim to balance our wish to engage with a wider audience with the recognition that we need to keep everything we do cost-effective.

We recognise the importance of getting such events on a more business-like footing and are seeking a volunteer Business Advisor to help make this happen in a dynamic way.

Role Description

The Business Advisor will:-

1. Identify a 'menu' of services that OBee could offer and from which prospective 'customers' could choose.
2. Develop and maintain an awareness of OBee's direct costs for providing services to ensure these are covered by any fees charged.
3. develop charging strategies for OBee services that reflect current practice in similar organisations
4. Lead any negotiation with prospective customers to agree the scope of the package we would supply and the charge they would pay.
5. Report directly to the Managing Director but also advise the OBee management team of Directors.
6. Identify and engage with potential new customers on behalf of OBee to promote the take-up of our current and future offerings.
7. identify demand for possible new services and explore how OBee might offer them

This role could be suitable for someone studying Business and wanting to build a portfolio of skills and experience OR someone who has retired from the Business world and still has a lot to offer upcoming organisations.