

Winning Pitch & West Yorkshire Start Up Ecosystem

<p>Introduction:</p>	<p>Winning Pitch are looking to complement and add value to the existing support available across West Yorkshire for business start-ups. We are seeking to target committed individuals looking to start a business and those early stage businesses under 12 months old from any sector.</p> <p>We are requesting Expressions of Interests from Coaches / Consultants and Partners who are interested in playing a key delivery role in supporting a full, diverse range of entrepreneurs in starting a business.</p> <p>The essence of the role is to provide clients with independent and objective coaching, advice and support that provides leaders with the confidence, self-belief and vindication to pursue the growth strategies that benefit the business and the West Yorkshire economy.</p>
<p>Key tasks & responsibilities:</p>	<ul style="list-style-type: none"> • Working with vast majority of whom will be from under-represented entrepreneur groups: Women, members of the BAME Community and people with disabilities. • Coach the Founders of these young firms to help them apply the entrepreneurial best practice tools and techniques learnt on the programme including Lean Start Up and Positive Mindset techniques. • Support participants to overcome any accessibility issues such that they can fully access the programme and commit fully to all the activities. • Act as their participants' main point of contact throughout the Programme, to help them overcome their most critical technical and emotional challenges in building and growing their business. • Support their participants to overcome the challenges of rapidly scaling up a fledgling start-up to a fully-formed fast track business. • Help participants to address their constraints by accessing the full range of advice and specialist assistance from both within the programme and the broader support ecosystem. • Record and report the support each participant receives through digital paperwork and monthly reports.
<p>Skills & attributes required:</p>	<ul style="list-style-type: none"> • Business growth and business coaching • Direct experience of working with and supporting businesses • Business start-up plus Business Scale up skills • Client analysis and scoping of work package support requirements • Client portfolio management, negotiation, expectation management and performance outcome management • Direct experience of issues and solutions affecting underrepresented groups in particular Women, members of the BAME Community and people with disabilities • Knowledge of West Yorkshire or UK business support programmes • Knowledge and experience of using Salesforce or CRM • Speak multiple languages • Leading or managing business
<p>Remuneration and benefits:</p>	<p>An employed position or independent contractor will be considered if scope and delivery of services can be configured satisfactorily.</p>