


<b>Job Title</b>	<b>Commercial Business Partner (Adult Services)</b>	
<b>Purpose</b>	Working collaboratively with the Head of Business Development and the Central Finance Team to negotiate and secure appropriate funding aligned with the needs of people that draw on our support, as stipulated under the Care Act. Developing and overseeing budget plans and systems to enable full utilisation, effective/responsible management and control of financial resources. Reporting to and working with the operational directors to safeguard income for the people that draw on our support, demonstrate sustainability, to support MacIntyre's ambitious growth targets and commercial decision making.	

## What the job involves

**People**

- Be focused on MacIntyre's DNA and core values when developing commercial plans and negotiating funding to enhance the quality of services provided to the people that draw on our support.
- Collaborate directly with the people that draw on our support, their families and/or advocates, as well as local authorities (and other funders) to ensure that our financial practices align with assessed needs and actively promote the well-being of the people that draw on our support.
- Develop initiatives to ensure that financial decision-making processes are transparent and inclusive, involving stakeholders in ways that support MacIntyre's DNA, values and strategic objectives.

**Workforce**

- Provide financial leadership and guidance to Area Managers to help them manage their budgets and understand the financial implications of their operational decisions.
- Develop training programs that enhance financial literacy across Adult Services, focusing on the practical application of financial principles in daily operations.
- Advocate for and implement advanced financial analytics to optimise workforce planning and cost-efficiency across various departments.

**Compliance**

- Ensure adherence to financial regulations and standards, including compliance with the Care Act, CQC and CIW.
- Regularly audit and review financial processes and systems to ensure they meet legal standards and are capable of supporting accurate and timely financial reporting.
- Lead on and implement any agreed changes required to ensure regulatory compliance, update relevant policies and processes and a robust financial control system
- Monitor and report on financial activities, making recommendations to improve financial operations and maintain the highest levels of integrity and accountability.
- Keep your knowledge about financial regulations/standards up to date

**Sustainability**

- Develop and implement strategies for long-term financial sustainability, focusing on cost management, revenue generation, and optimal use of resources.
- Engage with external stakeholders to negotiate terms and manage contracts that align with MacIntyre's financial goals and service delivery expectations.
- Analyse long-term financial trends and assess their impact on MacIntyre' strategy, adapting financial practices to support sustained growth and stability.
- Work closely with the Head of Business Development to develop sustainable business plans and to support negotiations with commissioners directly or through procurement, to support growth and the commercial viability of service delivery.

**Best Practice**

- Establish and maintain high standards of financial management and accountability, ensuring that practices align with sector best practices and enhance service quality.
- Collaborate with the Best Practice Team to integrate financial management with service delivery standards, ensuring that financial decisions support operational excellence and enhance service delivery standards.
- Lead initiatives to share financial best practices across all levels of Adult Services, promoting continuous improvement and learning.

**Skills, Qualifications, Experience**

- **Financial Management:** Extensive experience in financial planning, budget management, and financial forecasting.
- **Leadership:** Demonstrated leadership skills with experience in managing teams and influencing senior management decisions.
- **Analytical Skills:** Strong analytical capabilities with a proven track record of using data to improve financial and operational outcomes.
- **Communication:** Excellent interpersonal and communication skills, with the ability to present complex financial information in a clear and persuasive manner to stakeholders at all levels.
- **Education:** A degree in finance, accounting, or a related field is desirable.
- **Experience:** Significant experience in a similar role, preferably within health or social care, and a deep understanding of the regulatory/financial environment.

**You will need to also carry out any other work that your line manager requests of you.**

# MacIntyre's Approach

## 1. Our Purpose

People who draw on MacIntyre's support have gloriously ordinary lives, living the life they choose, using their gifts, skills and passions to contribute and connect to the people in their local neighbourhood. MacIntyre invests in, and helps shape, neighbourhoods to be inclusive and welcoming spaces for everyone.

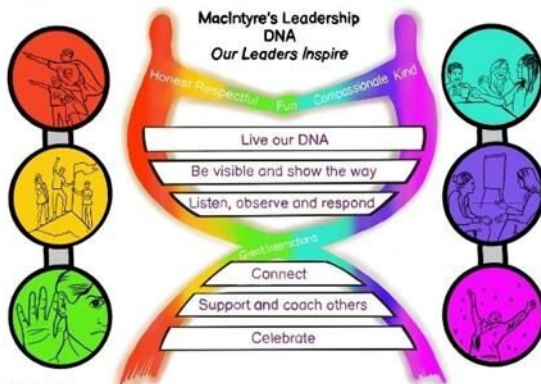
## 6. Connections

We join with, support and learn from movements that want to make things better



## 5. MacIntyre Leadership DNA

This is the way MacIntyre leaders coach and inspire their colleagues



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## MacIntyre's DNA

Our values in action



## 4. MacIntyre Quality Framework

Our DNA is our number one measure of quality. This along with 'understanding people' informs all of our quality systems

## 2. The Big Plan

These are the things people across MacIntyre said they want us to focus on



## 3. Everyone Everywhere

How we meet people near where we live to make things better for everyone

