



Job Description

Title: Director of Enterprise

Salary: £55,000 to £60,000

Hours: Full time

Accountable to: Dean of Liverpool

Location: Liverpool Cathedral

Job Summary:

The Director of Enterprise is a key strategic leader with a significant voice in the cathedral community. The Director is at the heart of our planning and operational delivery, having a particular responsibility around income generation and innovation as well as maintaining excellent external relations with key stakeholders. We need to remain at the heart of the Liverpool visitor economy and - crucially - to continue to deliver an exceptional visitor experience.

Key tasks and responsibilities include:

- To continue to work with the Enterprise Board and the team to deliver our core enterprise strategy reviewing and develop that strategy where appropriate
- To develop an entrepreneurial approach to income generation and financial sustainability which is creative, innovative and absolutely consistent with our values and place as a cathedral, including our deeply held position that we must remain free to enter for all visitors.
- To work with staff and volunteers to ensure that Liverpool Cathedral continues to provide an outstanding visitor experience delivering our aim to become a place of world class welcome.
- To deliver a compelling and footfall-generating arts and cultural programme to help drive visitor numbers and offer a breath-taking experience for visitors.
- To develop and deliver excellent corporate events offering value and quality in all that we do whether they are graduations, corporate dinners, awards nights, concerts or any of the multiple activities that take place.
- To provide an excellent retail and attractions offer to visitor, especially via our shop, tower and catering operations.

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- To build key strategic relationships and to be a creative and constructive voice in the wider visitor economy planning and thinking in Liverpool City region.
- To manage and develop a core group of committed staff and ensure that we continue to offer an excellent and stimulating experience for our many volunteers, without whom we could not survive.
- To play a central role in the on-going development of cathedral strategy and the on-going process of refreshment and reinvention of cathedral life and activities.
- To work closely with the Dean on the overall management of the running of the cathedral.
- To build key working relationships with cathedral clergy and senior colleagues in the music, fundraising, communications and maintenance teams
- To deliver to the agreed budget and financial performance requirements

The post holder will undertake other relevant duties as may be requested from time to time and commensurate with the role.

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Person Specification

Essential	Desirable
Experience	
Experience of income generation and/or significant produce development activities	Experience in a senior leadership/management role in a private, public sector, or not-for-profit organization
Experience of financial management, capital project management, and target achievement	Experience of managing buildings and property
	Experience of social innovation and the creation of social value
	Experience of major capital projects and managing their disruption to core business activities
Knowledge & Skills	
Ability to build positive relationships with clergy, members of the Chapter, staff, professional advisers, volunteers, regular worshippers, and partner-organizations in the Diocese and City	Strong understanding of what makes for a good cultural programme
Excellent team-leader, able to inspire and motivate others, build on their strengths, and develop their potential.	Strong understanding of the corporate events market
Strong communication skills, able to explain and record complex matters clearly and accurately, to be able to write English to a high standard	Strong understanding of retail and catering operations
An openness to new and diverse ways of working and developing managers	Experience of working with volunteers
Ability to work effectively as part of a team from diverse backgrounds	
Personal Qualities	
Integrity	
Strategic thinker about the future of the organization.	
An ability to create a culture where high standards are the norm and there is drive towards continuous improvement	
Imaginative, creative and an excellent problem solver	
Ability to work within and contribute to collaborative innovation networks	
Attention to detail	

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Qualifications	
Degree or equivalent qualification	Professional qualification(s)
Work Related Circumstances	
A person who delights in the history and heritage of the Cathedral, is enthusiastic about its musical tradition, and values its opportunities for engagement with the community through learning, social action, culture, and tourism	
A person able to work flexibly, combining work at management level with being (on occasions) hands-on. Flexible working needed with evening and weekends included.	
Commitment to ensuring the Cathedral is a safe place for all.	
Full UK driving license and use of a car	
Satisfactory DBS check	

**The post holder must be in sympathy with the aims and ethos of the Church of England.
The post holder must also fully support the values of Liverpool Cathedral.**

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