

Job Title: Business Development Manager (Part-Time)

Organisation: Nemo Arts

Location: Flexible / Remote with some travel

Hours: Part-time (e.g. 2-3 days per week, flexible)

Salary: £35,000 pro rata

About Nemo Arts

At Nemo Arts, we believe in the profound impact that the arts can have on mental health and wellbeing. Since 1998, our small, Glasgow-based charity has provided a safe, inclusive space where people experiencing mental health challenges can connect, express themselves and rebuild confidence.

Through music, visual arts and drama, we help people reduce isolation, rediscover a purpose and feel part of a community again. Every day, we see the difference that creative engagement can make

Role Purpose

We are seeking a proactive and well-connected Business Development Manager to expand Nemo Arts' reach and impact through sustainable, income-generating partnerships.

This role will focus on identifying, developing, and securing partnerships with organisations such as housing associations, mental health charities, community organisations and creative sector partners. A key measure of success is establishing partnerships where the partner organisation funds or commissions Nemo Arts' services.

Reporting to the CEO, this role will be pivotal to growing and sustaining Nemo Arts' work, helping us reach more people, and ensuring our organisation continues to thrive through values-led partnerships.

Key Responsibilities

Partnership Development & Income Generation

- Identify and target potential partner organisations aligned with Nemo Arts' mission (e.g. housing associations, NHS/mental health providers, local authorities, charities, and arts organisations)
- Develop and manage a strong pipeline of partnership opportunities
- Lead outreach, relationship building, and negotiations with prospective partners

- Secure funded partnerships and commissioned projects

Strategic Growth

- Work with the leadership team to define and refine the business development strategy
- Identify new markets and opportunities for growth
- Contribute to the development of compelling partnership propositions and pricing models

Relationship Management

- Build long-term, trust-based relationships with partners
- Act as a key point of contact for partnership discussions and development
- Ensure partnerships are aligned with Nemo Arts' values and impact goals

Proposals & Reporting

- Develop high-quality proposals, presentations, and partnership materials
- Track activity, pipeline progress, and income generation
- Report regularly on performance, opportunities, and risks

Person Specification

Essential

- Proven experience in business development, partnerships, or income generation (ideally within the third sector, arts, health, or social impact space)
- Demonstrable track record of securing funded partnerships or commissioned services
- Strong network or experience working with housing, health, or community organisations
- Excellent communication, negotiation and relationship-building skills
- Ability to work independently, manage your own pipeline, and deliver results
- Entrepreneurial mindset with a proactive, self-starting approach

Desirable

- Understanding of the intersection between arts, wellbeing, and mental health

- Experience working with or alongside creative organisations
 - Familiarity with commissioning processes in public or third sector organisations
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Personal Attributes

- Passionate about the impact of arts on wellbeing
 - Collaborative but self-sufficient
 - Strategic thinker with a hands-on approach
 - Resilient and comfortable working in a target-driven environment
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What We Offer

- Flexible, part-time working arrangements
 - Opportunity to shape and grow a high-impact organisation
 - A collaborative and purpose-driven environment
 - The chance to make a meaningful difference to people's lives through the arts
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How to Apply

Please send your CV and a short covering statement outlining your relevant experience and interest in the role to: hugh@nemoarts.org

Deadline 10th July

Interviews week commencing 27th July

We welcome applications from candidates of all backgrounds and are committed to building a diverse and inclusive organisation.