



THE CLIENT

DEDICATED TO MAKING FINANCE MARKETS WORK BETTER FOR SMALLER BUSINESSES

Organisation

British Business Bank – The British Business Bank is an economic development bank and government-owned financial institution.

Points of contact

Policy Director

Biggest challenge

The need for highly technical, subject matter experience, temporary resources, quickly.

Our work with BBB began towards the end of 2020, with a significant proportion of their work at the time being related to the Covid response, as well an upcoming Spending Review.

The BBB Policy team ensures that the Bank operates effectively as a delivery arm of Government, which in turn means that it is well placed to play a leading role in the formation of policies that directly impact the provision of finance to SMEs.



ABOUT THE ROLE

THE APPOINTMENT: SENIOR POLICY MANAGER 6-MONTH FTC

The British Business Bank were in need of senior level policy experience to lead on key areas of policy development and governance; working closely with the Bank's Product, Strategy, Market Analysis, and Communications teams and other Government Departments to drive projects forward.

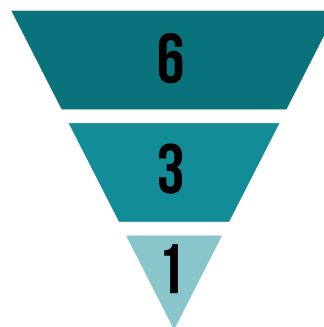
An influential position, it was key to developing the future direction of the Bank, and of Government's SME access to finance policies.

The vacancy began as a 6 month fixed term contract, with an immediate start date, making an already niche search, that bit more challenging. **Following a successful 6 month contract, the successful candidate was appointed into the post permanently.**

THE RESULTS

Through referrals from our existing network and a campaign of targeted advertising, we quickly found finance policy professionals from public and private sector backgrounds, including the successful appointment who had specific subject matter expertise in access to finance. Following a successful 6 month contract, the appointment was made permanent to continue the BBBs work in driving sustainable growth.

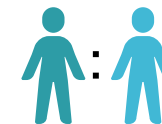
CAMPAIGN STATISTICS



Our candidate funnel translated to six candidates being shortlisted, three invited for interview and one accepting offer first time.



From role brief to final appointment, the entire process took just 3-weeks.



Every shortlisted CV was invited to an interview.



Our interview to successful placement ratio was 3:1.