

Isabel Farnell
Regional Head (Grant making)
BBC Children in Need

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In my current role at Children in Need I manage my team to deliver grant making across the North of England. I oversee approximately 600 projects and, in this, a budget spend of circa £14m per year. I have developed strategic plans to ensure that my budget is spent in areas of need and that emerging themes are accounted for. I have produced gap analysis of our current portfolio and worked with my team to produce outreach plans in underfunded areas (geographic or needs based). I have an understanding of mitigating risk in my areas of work and have been pragmatic in reducing and managing risk in my portfolio.

I have substantial experience of data analysis including financial, budgeting and statistical data, with a good knowledge of relevant tools and methodologies.

In all of my previous experience I have been key in not only developing and delivering a strategic delivery plan for my organisation but I have also worked to align my organisation's aims with opportunities. I have significant experience of project management, managing stakeholder with conflicting priorities, business planning as well as evaluation and monitoring of projects. I have produced and delivered the strategic plan for delivery in the North showing that I not only forward plan but also am able to oversee the day to day delivery of that plan.

Producing management reports as well as business cases for senior management, I have been able to provide feedback not just to my team but to my peer group and those in a senior position with the end goal of success within our output.

As the Head of Grant Making for the North, I have worked in partnership with other senior managers across the BBC and wider to promote Children in Need. I develop a youth panel and have been involved in initiatives which benefit the organisations we fund. I have lead convening events; bringing together organisations, listening to them, discussing current needs and identifying gaps in their delivery or organisational structure.

Through these evidence based, listening exercise I was able to form a better understanding of the needs of this sector as a whole, which has helped me to make effective decisions to deliver and influence the strategic behaviours of Children in Need. I have utilised these skills previously across all areas of delivery.

I have experience of business development and commissioning from both procurement and income generation. I have created contract and tender packs, working with legal and procurement teams to engage contractors and set up 'preferred partner' frameworks.

I have worked with a variety of decision making teams throughout my career such as Boards of Trustees. Although topics may be different and presenting styles may need adjusting I feel comfortable presenting to all audiences with clarity and integrity.

I have managed change in both team management as well as organisational change, developing strategic plans and implementing them, understanding the need to bring my team or colleagues with me.

I am able to gain buy in from colleagues through my internal relationship management and the clarity of my work. I have presented at national and regional conferences on behalf of Children in Need, Groundwork and National Energy Action.

I am highly motivated, joining the Groundwork Senior Management Team at a comparably young age. At university I became involved in Women in Engineering and Women in STEM groups promoting non-traditional career paths. I have continued this involvement through Women in Business groups and volunteering with Girl Guiding, running a local group as well as being involved on a district level.

I look forward to discussing my experience with you further and references are available on request.

Kind regards,

Izzy Farnell

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