

WANTED: MD (aka Mission Director) with commercial flair



The mission, should you choose to accept it! Are you ready to question everything, to fail bravely and to create WOW! Moments for young people? Over the past 4 years Curiosity Box has reached over 45000 children from disadvantaged backgrounds. We've partnered with the likes of Innovate UK, British Science Association and Unipart to bring the wonder of Science, Tech, Engineering and Maths (STEM) to life in classrooms and family homes across the UK and beyond, yet we've only just scratched the surface. Get ready to get curious, having fascinating fun helping children develop problem solving, experimenting and creative thinking skills, raising aspirations in tomorrow's big thinkers while helping us add zeros onto all our big impact numbers.

What is Curiosity Box? Curiosity Box is a small business with a big vision. Started in 2016 by scientist Renee Watson, CB has evolved from a monthly science subscription box into a stem education product innovation hub. Now, our team of 6 (plus a flexible pool of mums who help us pack boxes when needed) creates, makes and delivers STEM resource kits to families at home and to schools.

Our biggest growth area is in partnerships with corporates, government and institutions with an interest in STEM skills that commission us to develop new resources and provide funding to send those resources into schools.

Job Summary: As a founder-led business, Curiosity Box is taking a big step – we are seeking our first MD to help us realise our mission of giving 1 million children a wonder-filled experience of science! We've achieved some amazing things, but we now need someone with a hunger for growth and even bigger social impact to catalyse our journey to scale. Our MD would provide strategic, compassionate leadership to achieve our educational and social impact goals, with a focus on developing and executing effective commercial strategies with the people and planet in mind.

Responsibilities:

1. **Business Development:** Work with our Head of Explosions to identify and cultivate new business opportunities, partnerships, and revenue streams that grow the business and enhance our reach and impact.
2. **Contract Negotiation:** Negotiate and finalise commercial agreements, contracts and partnerships.
3. **Financial Management:** Manage the budget, seek funding opportunities, and work with the Number Conductor to ensure financial sustainability.
4. **Team Leadership:** Manage our superstar production and operations teams, enabling community by supporting our people within our strong, ethical culture.
5. **Market Research:** Stay informed about market trends, competitors, and customer preferences to identify growth opportunities.
6. **Governance:** Collaborate with the board of directors, provide updates on organisational performance, and support their decision-making process.
7. **Performance Analysis:** Analyse sales and marketing data to evaluate the effectiveness of strategies and make data-driven decisions.

Requirements: Our ideal MD will have:

1. An insatiable curiosity and desire to make a positive impact through business.

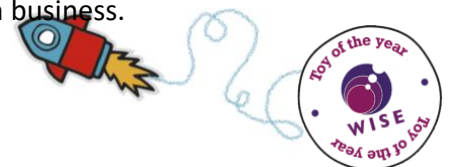
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2. A proven experience in a senior leadership role
3. A strong understanding of how to scale a product-based business.
4. Financial acumen and savvy budget and cashflow management skills
5. A love of building relationships and networking with a variety of people and organisations.
6. An innovative and adaptive mindset.

Nice to have: Experience in education, science, engineering, business, social entrepreneurship, or a related field.

Nuts and bolts:

- Part time in the first instance, flexible hours with a remote and face-to-face working at our HQ in Eynsham, near Oxford.
- 24 hours per week as a guide
- Remuneration: Salary and equity package
- Interviews: We will take our time to find the right person for this role so there is no current deadline
- Start date: Negotiable

Find out more about what Curiosity Box is [here](#)

If you want to find out more about this role express your interest [here](#)



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