



Landmark Development Academy

Operational/Departmental Manager

Level: 5

Duration: 2.5 years

What's in it for me? You'll be developing your management skills to successfully lead your team to meet organisational goal, evolving your project management skills, your coaching and mentoring techniques as well as learning and improving their skills to put changes in place.

Organisational Performance

Knowledge and Understanding (Know It):

- Operational Management - Understand operational management approaches and models, including creating plans to deliver objectives and setting KPIs. Understand business development tools (eg SWOT), and approaches to continuous improvement. Understand operational business planning techniques, including how to manage resources, development of sales and marketing plans, setting targets and monitoring performance. Knowledge of management systems, processes and contingency planning. Understand how to initiate and manage change by identifying barriers and know how to overcome them. Understand data security and management, and the effective use of technology in an organisation
- Project Management - Know how to set up and manage a project using relevant tools and techniques, and understand process management. Understand approaches to risk management
- Finance - Understand business finance: how to manage budgets, and financial forecasting

Skills (Show it)

- Operational Management - Able to input into strategic planning and create plans in line with organisational objectives. Support, manage and communicate change by identifying barriers and overcoming them. Demonstrate commercial awareness, and able to identify and shape new opportunities. Creation and delivery of operational plans, including setting KPIs, monitoring performance against plans. Producing reports, providing management information based on the collation, analysis and interpretation of data
- Project Management - Plan, organise and manage resources to deliver required outcomes. Monitor progress, and identify risk and their mitigation. Able to use relevant project management tools
- Finance - Able to monitor budgets and provide reports, and consider financial implications of decisions and adjust approach/recommendations accordingly

Interpersonal excellence

Knowledge and Understanding (Know It):

- Leading People - Understand different leadership styles, how to lead multiple and remote teams and manage team leaders. Know how to motivate and improve performance, supporting people using coaching and mentoring approaches. Understand organisational cultures and diversity and their impact on leading and managing change. Know how to delegate effectively
- Managing People - Know how to manage multiple teams, and develop high performing teams. Understand performance management techniques, talent management models and how to recruit and develop people
- Building Relationships - Understand approaches to partner, stakeholder and supplier relationship management including negotiation, influencing, and effective networking. Knowledge of collaborative working techniques to enable delivery through others and how to share best practice. Know how to manage conflict at all levels
- Communication - Understand interpersonal skills and different forms of communication and techniques (verbal, written, non-verbal, digital) and how to apply them appropriately

Skills (Show it)

- Leading People - Able to communicate organisational vision and goals and how these to apply to teams. Support development through coaching and mentoring, and enable and support high performance working. Able to support the management of change within the organisation
- Managing People - Able to manage talent and performance. Develop, build and motivate teams by identifying their strengths and enabling development within the workplace. Able to delegate and enable delivery through others
- Building Relationships - Able to build trust, and use effective negotiation and influencing skills and manage conflict. Able to identify and share good practice, and work collaboratively with others both inside and outside of the organisation. Use of specialist advice and support to deliver against plans
- Communication - Able to communicate effectively (verbal, non-verbal, written, digital) and be flexible in communication style. Able to chair meetings and present using a range of media. Use of active listening, and able to challenge and give constructive feedback

Knowledge and Understanding (Know It):

- Self-Awareness - Understand own impact and emotional intelligence. Understand different and learning and behaviour styles
- Management of Self - Understand time management techniques and tools, and how to prioritise activities and the use of different approaches to planning, including managing multiple tasks
- Decision Making - Understand problem solving and decision making techniques, including data analysis. Understand organisational values and ethics and their impact on decision making

Skills (Show it)

- Self-Awareness - Able to reflect on own performance, working style and its impact on others
- Management of Self - Able to create a personal development plan. Use of time management and prioritisation techniques
- Decision Making - Able to undertake critical analysis and evaluation to support decision making. Use of effective problem solving techniques

Behaviours (Live it)

- Takes responsibility - Drive to achieve in all aspects of work. Demonstrates resilience and accountability. Determination when managing difficult situations. Seeks new opportunities
- Inclusive - Open, approachable, authentic, and able to build trust with others. Seeks the views of others and values diversity
- Agile - Flexible to the needs of the organisation. Is creative, innovative and enterprising when seeking solutions to business needs. Positive and adaptable, responding well to feedback and need for change. Open to new ways of working
- Professionalism - Sets an example, and is fair, consistent and impartial. Open and honest. Operates within organisational values