

**APPLICATION FOR DESIGN ADVISER**

Name:.....

Address.....

.....

Daytime telephone number .....

Complete all the boxes showing how you meet the criteria and attach a short CV.

The closing date for application forms to be returned is Friday 29 June 2007. Please email to [andrea.richmond@businesslinkwessex.co.uk](mailto:andrea.richmond@businesslinkwessex.co.uk)

or post to Andrea Richmond, Wates House, Wallington Hill, Fareham, Hants. PO16 7BJ.

1	Describe your experience of identifying the business needs of owners/directors of small businesses.
---	---

2	<p>“All customer facing work involves an element of sales” Confirm your understanding of the sales activity of this role and what experience you have in this area. Provide specific examples of your sales activity and experience.</p>
3	<p>What experience do you have working jointly with customers and service providers to deliver specific activities? Describe your involvement in this process.</p>

4	Describe your networking experience. Provide evidence of how your networking skills have enhanced business opportunities.
5	What experience do you have of working in an account management relationship with customers? What characteristics typify an account manager and how do you demonstrate these?

6	Confirm your understanding of the needs and wants of small businesses. How do these differ from issues found in larger business, if at all?
7	Describe the benefits an investment in design can bring to a small business.

8	Give one example of a significant design project that you have led or managed which would illustrate design effectiveness. What did you contribute to the process? How was success measured?
9.	What approaches would you suggest to discover and then test new brand and product design ideas?

10	What is your understanding of equal opportunities and how do you put this into practice in your working life?
8	This role requires the use of prescribed tools such as design audits etc, dependent upon the customers' needs. Describe your experience of using such tools and their advantages and disadvantages.

<p>Do you own a car? Yes/No</p> <p>Are you willing to use your own vehicle for business purposes: (approved expenses within a defined area will be reimbursed)</p> <p>Yes/No</p>	<p>Have you ever been convicted of a criminal offence? (declaration subject to the Rehabilitation of Offenders Act 1974):</p> <p>Have you ever been declared bankrupt, been disqualified from becoming a Director or been a Director or Owner of a business that has failed or become insolvent?</p>
--	--