

YOUR NEW ROLE AT THE TRUST

JOB TITLE:	Delivery Partnership Development Lead	PAY BAND:
FUNCTION:	Delivery	Support Delivering Specialist/Managerial Technical Lead/Function Head Senior Leadership Team
THE TEAM:	The Delivery Partnership Development Team is responsible for our delivery partnerships employability strategy across England enabling partnerships with employers and providers that deliver opportunities for young people and are commercially viable for The Trust.	

WHERE YOU WILL FIT

Senior Head of Delivery – Partnership Development	Head of Delivery – Partnership Development	Delivery Partnership Development Manager	Delivery Partnership Development Lead
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HOW DOES THIS ROLE IMPACT YOUNG PEOPLE?

This role supports the sourcing and onboarding of employers and providers to work with The Trust. Our delivery partners support young people on the pathway to employment and can offer employment opportunities for young people.

WHAT WILL YOU DO?



Build and support external relationships with employers & relevant delivery partners aligned to our strategy, funding and plans for The Trust's target audience.



As applicable, support delivery partners and employers to work with The Trust, access training and resources, and work in line with our quality frameworks.



Ensure delivery partners and employer's compliance with safeguarding, health & safety, data protection and other policies, dealing with issues as required.



Ensure timely, effective handovers to delivery colleagues and steward a caseload of partners to support a high-quality experience and positive outcomes for young people.



Support the set up and facilitation of events, best practice sharing, networking for potential partners and share insight with wider organisational stakeholders.



Accurately record data on delivery partners or employers to ensure onboarding is correctly reflected on our systems and complies with funding contracts.



Support the procurement process for new partners as needed.



Champion Equality, Diversity and Inclusion, encouraging positive action and change through implementation of local plans that support our EDI aims.



Carry out other duties as may be required by The Trust including deputising as appropriate on activities relevant to the area of responsibility

THE SKILLS YOU'LL BRING

All of the roles at The Trust are key to our success and there are certain skills we need to be successful. And while we will shortlist the most qualified people for the role, we ask everyone for a supporting statement. If you think you could do the role, but don't have all the desirable experience, we would still love to see an application from you.

WE REALLY NEED YOU TO HAVE THESE

Skills & Knowledge	Why do we need this?
Highly organised, flexible and excellent prioritisation skills to be able to meet targets	You will be engaging with multiple delivery partners & employers across large geographies running programmes or providing job opportunities
Effective communication skills with the ability to build and sustain effective stakeholder relationships both internally and externally	You need to be confident in conversations with employers, delivery partners and other stakeholders and share information as needed
Willing and able to work face-to-face and virtually and to travel over large geographies (Including occasional overnight stays)	Delivery partners & employers are spread over large geographies and face-to-face contact with delivery partners and local employers is important
Ability to work well independently, in a team and collaborate with other departments	You may work with colleagues on partnerships supporting multiple programmes or onboard and handover new partners / local employers to other colleagues
Knowledge in collecting and understanding data and external trends to support our partnership plans	This will enable us to bring the best support and opportunities for young people from the local economy
Experience	Why do we need this?
Experience in researching and supporting business relationships focused on training and employment opportunities for young people	We need partner networks in key locations and sectors to provide quality training and employment opportunities to young people
Experience in using online tools, systems and processes	An elevated level of digital skills and communication about The Trust's systems and processes is essential to help partners utilise our systems
Able to work confidently in line with GDPR, Safeguarding and Health & Safety policies and processes	It is important that our staff, young people, volunteers and partners are safe. We need to work confidently and be compliant with policies and processes

WE WOULD LOVE IT IF YOU COULD DO THIS

Experience	Why do we need this?
Experience working with health and social care employers	We have a large employability contract in this sector
Accurate data input recording on CRM systems	We need accurate records of who we work with and evidence to demonstrate the impact of our programmes to our young people and supporters
Experience in onboarding partners to support positive outcomes for young people	You will work with a range of delivery partners or employers across private, public and third-sector organisations and it is important to be able to steward and support them effectively in this work
Skills & Knowledge	Why do we need this?
Knowledge of employability and funding landscape	This will enable us to extend our partners as you may need to communicate to employers more about employing young people to help their understanding

WHAT DO WE EXPECT FROM YOU?

OUR VALUES

Our values are at the heart of everything we do – they articulate who we are and how we work together to achieve our aims to help young people.



Here at The King's Trust, we're committed to equality, diversity and inclusion. We want to be an organisation that's representative of the communities we serve, which is why we strive for diversity of age, gender identity, sexual orientation, physical or mental ability, ethnicity and perspective. Our goal is to create an environment where everyone, from any background, can be themselves and do the best work of their lives.

We're a Stonewall Diversity Champion and we are Disability Confident employer. Our staff, volunteers and young people are supported by KT CAN (our Cultural Awareness Network), KT GEN (Gender Equality Network), KT DAWN (Disability & Wellbeing Network) and Pulse (LGBTQIA+ Network). For more information, [click here](#).

OUR BEHAVIOURS

We expect certain behaviours from you about how you interact with colleagues, our partners, young people & the public. As someone who works in the delivery level, we would expect that you live these behaviours.

Leading by Example	Continuous Improvement	Effective Communication	One Team	Delivering Results
You inspire others through passion for what we do You keep young people and our end goal in mind You build trust in others by demonstrating reliability You engage in challenges with optimism and resilience You're authentic and bring your unique talents to work, encouraging others to do the same	You seek out opportunities afford by change, adapting accordingly and to enhance own development and build expertise. You suggest improvements and alternative approaches wherever appropriate You give and receive feedback, harnessing new information to improve your own performance	You're approachable, clear and professional You treat people as individuals, tailoring communication and influencing style accordingly. You communicate difficult messages and challenge others' thinking effectively You listen to others with empathy and sensitivity You act as an ambassador for The Trust whenever communicating externally	You offer support to colleagues and ask for help when needed You manage the expectations of others, gaining buy-in where required You share knowledge and information You build relationships with others across The Trust and externally, where appropriate You act as an ambassador for your own team across The Trust	You manage projects effectively; planning, organising resources and reprioritising as required You monitor progress towards milestones, taking actions to ensure deadlines are met You make effective, data-driven decisions, considering consequences and consulting with others where appropriate You take the initiative to solve problems and develop several potential solutions

THE WELFARE OF OUR YOUNG PEOPLE

The King's Trust is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. As part of this commitment, we undertake basic disclosure checks per the Codes of Practice for all roles within The Trust, and for our roles working directly with young people, at an enhanced level. Having a criminal record will not automatically exclude applicants.