

Role Title	Partnerships Manager
Reporting to	Chief Executive Officer
Department	Business Development
Location	London (hybrid working)
Working Hours	Full time (40 hours per week)
Duration	Permanent
Salary	£35,000 - £38,000

About us

We know that many young people leave the education system without the key skills that they need to become the best versions of themselves. Pythagoras' theorem and Shakespeare are great but young people need to know how to communicate effectively, be confident in themselves, have raised aspirations and gain knowledge of wide ranging industries.

At 2-3 Degrees we help young people prepare for their future by delivering fun, activity based learning through role models with lived experience to inspire and equip them with the key skills they need to become the best versions of themselves.

Based on our lived experience we are committed to working with the 'forgotten middle' who are young people that may not be supported by a gifted and talented programme, or have targeted interventions aimed at addressing behavioural challenges and/or are at risk of exclusion or becoming NEET. We work with the 'forgotten middle' because we believe this large group of young people, if nurtured positively, can improve their chances and fulfil their potential.

We are a multi-award winning personal development social enterprise that delivers our workshops and programmes across the UK in partnership with educational institutions, youth organisations, funders and a range of employers.

Our impact and success can be told through the thousands of young people that we have worked with which you can see more [here](#).

Our mission is for every young person to develop the personal development skills necessary to become the best version of themselves

We are committed to creating a team that works together to achieve this future.

Our Principles

Role Overview

The Partnership Manager role will report to the CEO and sit within the Business Development Team.

The Partnership Manager will be responsible for identifying new business opportunities in order to generate revenue, improve profitability and help the business grow. You will have a clear ability to tailor the way we sell our services to potential clients.

You will lead and support others across the company to communicate our service offering to external stakeholders that will directly contribute to the company's growth strategy and impact.

The Partnership Manager will also be a key member of the department and contribute to, departmental strategies, systems and maximising efficiency, and communicating our brand values and services that attracts a wide range of clients.

In this role, you will work closely with the Digital Communications and Marketing, Monitoring and Evaluation, Programme and Finance teams.

EXPERIENCE

Strategic

- You will work closely with the CEO to execute the strategy for the organisation that will help 2-3 Degrees grow.
- You will work alongside the Business Development Manager to execute strategy in line with the Company Strategy and agreed metrics.
- Identify strategic opportunities to capitalise and secure multi-year funding or sales of services.
- Drive process improvements and efficiencies, including tracking, managing and reporting on key data to help inform decision making.

Leadership

- Drive income generating activities including building and retaining sustaining relationships with clients, designing and executing business development campaigns.
- You will use Hubspot as a CRM to track, monitor and successfully build new partnerships and income generation.
- Lead on company-wide service briefings that provides each department with clarity on the agreed deliverables.

Knowledge/Skill

- Write, edit and draft key proposals for all clients and provide regular feedback to senior team members with recommendations for improvement.
- Attend and lead stakeholder meetings that will drive interest in our services and convert into selling a service.
- Research key business opportunities and sectors 2-3 Degrees should be moving into, in line with upcoming business trends specific to the youth sector and our strategy.
- Account Manage a number of programmes and ensure an excellent standard of delivery across our services.

Communication

- Liaise with different departments to gather key content that can be used for effective sales material to convert interest into confirmed business.
- Maintain good relationships with key stakeholders, including local authorities and funders and keep them informed of the progress of programmes and using the organisation's strategic priorities, will seek to scope out further opportunities for future programmes.
- Coordinate sales campaigns and the sales newsletter and work closely with the DCM to identify key platforms (events & meetings) that 2-3 Degrees should be present at that lead to increased income generation.

Person specification

- Outwardly confident person who can communicate effectively at networking events to a range of stakeholders, such as young people, businesses, colleagues and those who work in the public and youth sector.
- Self-motivated and an ability to work in a small team as well as independently, with a creative and proactive attitude.
- Adaptable to work with a variety of situations, diverse people and groups and willingness to fill resource gaps to get the job done.
- Ability to seek continuous improvement and learning for self, team and the organisation.
- Strong IT skills particularly using G suite (Sheets, Docs, Slides, Excel etc.) as well as the willingness to learn new digital skills as required
- Effectively working directly with a variety of key stakeholders to manage and grow a relationship and/or partnership that leads to referrals
- Ability to interpret and process complex information and make recommendations for senior decision makers

Essential Experience

- Have a minimum 5 years sales and client relationship experience
- Proven success in a similar role, with a track record of securing income through multi-year partnerships
- Strong relationship management skills, particularly within the education and/or corporate sector.
- Ability to manage a heavy and varied workload effectively and maintain high levels of both accuracy and output
- Ability to think strategically and identify new opportunities and initiatives to grow the business
- Excellent verbal and written communication skills, with experience of producing high quality written materials that are tailored to the needs of specific internal or external audiences.
- Experience managing a CRM system, sales systems flow and executing sales campaigns/funnels

- Experience working in a fast-paced environment and working independently to find solutions to problems

Desirable

- Experience of working with young people or a good understanding of how to engage, especially those within the 'forgotten middle' (See About section)
- Experience of facilitating workshops to young people aged 11-25
- Experience of using Hubspot

Equal Opportunity Employer Statement

We are an equal opportunities employer and are committed to building a team with diverse voices and experiences. We are proud to be a diverse team led by young people and represent the community we serve. We are determined to ensure that no applicant or employee receives less favourable treatment on the grounds of gender, age, disability, religion, belief, sexual orientation, marital status, or race, or is disadvantaged by conditions or requirements which cannot be shown to be justifiable request.

We can provide reasonable adjustments throughout our recruitment application process and on the job, and we'll always endeavour to be as accommodating as possible. If you have particular needs or requirements, please get in touch Info@2-3degrees.com

Team Culture & Company Benefits

- 28 days annual leave plus bank holidays
- Hybrid and flexible working
- Three days volunteering leave
- An auto-enrollment with pension scheme in line with Government guidance
- Dedication to staff wellbeing with access to free 24/7 Employee Assistance Programme
- Regular fun, engaging and dynamic team building activities to build team cohesion
- Opportunity to take real ownership in a collaborative and dynamic team
- A strong commitment to personal and professional development with regular 1:1 support
- Positive environment that celebrates diversity

How to apply

The deadline for applying for this role is: 23rd May 23:59hrs (we will be interviewing once closed)

1. Submit your tailored cover letter and CV detailing why you want to work with 2-3 Degrees and your experience

If you have any questions please email info@2-3degrees.com with the job title as the subject.

If you would like to access the application form in a different format or if you would like any assistance that might help improve your experience while completing the application, please contact us by email.