



SCHOOL
FOR SOCIAL
ENTREPRENEURS

National Partnerships Lead

Job Pack

August 2026



WELCOME



Thank you for your interest in joining SSE. We exist because the challenges facing our communities — poverty, poor health, climate change, inequality — are too big and too urgent for any one sector to solve alone. What we've learned, over more than two decades, is that when you invest in the right people and give them the right support, extraordinary things happen.

SSE isn't a traditional school. We don't lecture. We create the conditions for people to learn from each other, to take risks, and to grow — in a way that's genuinely accessible to people who haven't always been well-served by traditional institutions. We've worked with thousands of leaders of social change and distributed millions of pounds in grants. The organisations we support reach thousands of people.

If you're someone who cares about this work, who brings both skill and purpose to what you do, and who wants to be part of an organisation with serious ambition for what comes next — we'd love to hear from you.

Alastair (Ali) Wilson OBE
Chief Executive, School for Social Entrepreneurs



ABOUT THE SCHOOL FOR SOCIAL ENTREPRENEURS

We can't fix issues like poverty, inequality, health and climate change alone. We are fully conscious of the scale of the challenge that faces the country and the urgent need to respond. That's why the School for Social Entrepreneurs exists, to empower and equip people with entrepreneurial ideas and solutions to grow the social economy.

The social economy is a movement of organisations and enterprises that prioritise people and planet. Together, we are committed to tackling the greatest social and environmental challenges of our time.



OUR PURPOSE

To back people with purpose and build a better world together.



OUR VISION

A fair and sustainable world where the potential of all people is realised.



OUR MISSION

To equip people with skills, funding, and networks to realise their potential, improve lives and protect the planet.



OUR VALUES



Integrity

We do what we say we're going to do. We take ownership and responsibility for our actions. We rely on open, authentic relationships.



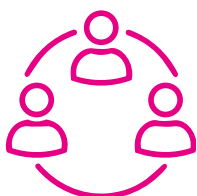
Entrepreneurial

Purpose-led and ambitious, we combine creativity with commercial thinking to deliver real impact. Resourceful and solutions-focused, we turn ideas into sustainable growth and meaningful results.



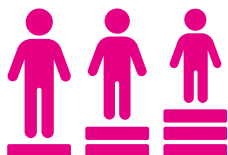
Impactful

Everything we do is ultimately about creating impact and achieving our vision and mission. We are impact-focused in all we do.



Collaborative

We go further together. By partnering openly and supporting our social entrepreneurs and fellows, we amplify their work, ask for help, share solutions, and enjoy the journey.

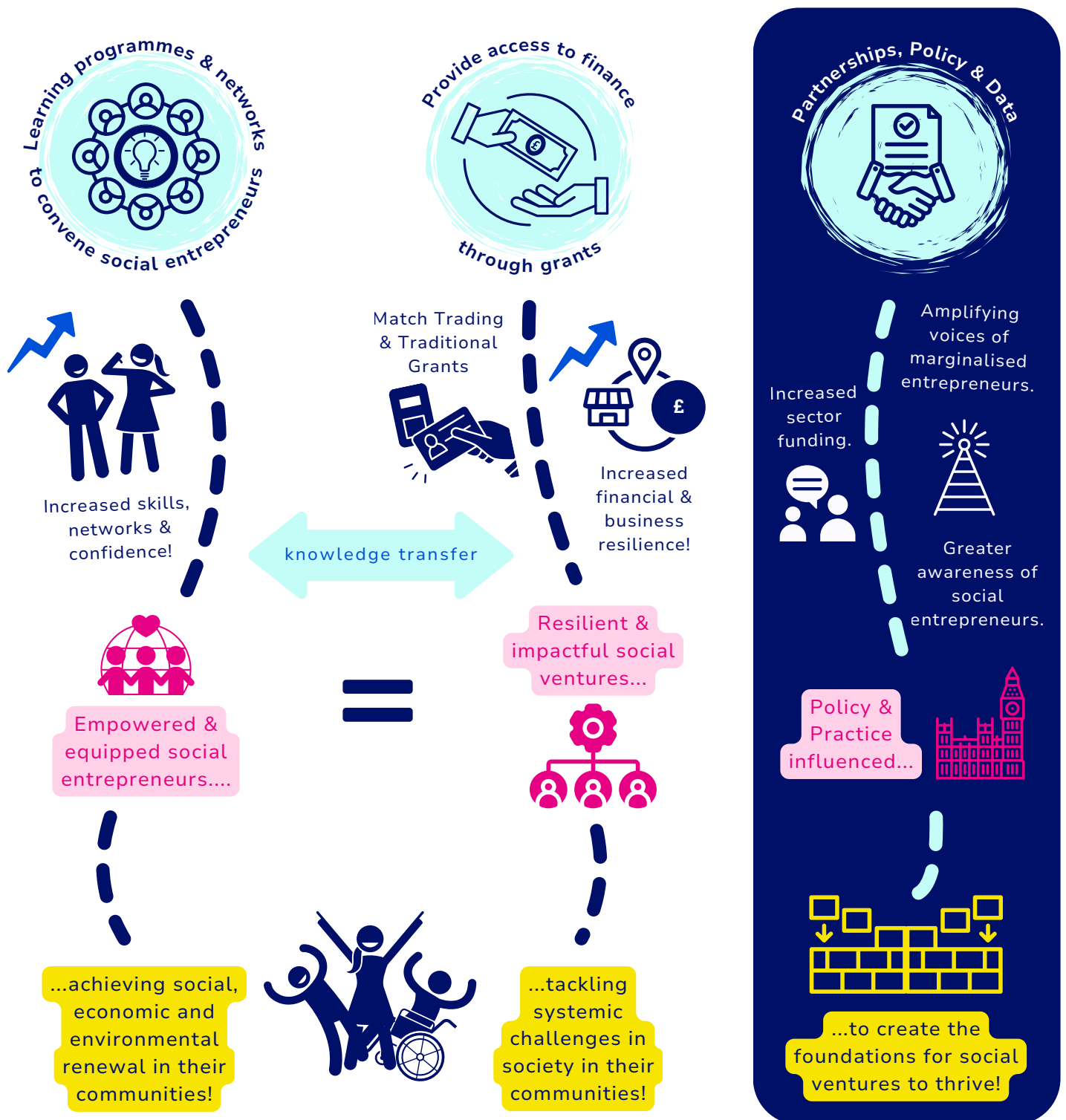


Equitable

We value talent and insight, recognising unequal barriers. We actively amplify underrepresented voices in our programmes and in how we work.



THEORY OF CHANGE



SSE'S VISION

A fair and sustainable world where the potential of all people is realised.



OUR STRATEGY

We are in the second phase of our 10-year strategy, **Bold Repositioning**, and are focused on increasing our impact, deepening our support for social entrepreneurs, and shifting the conditions that enable the social economy to thrive.

Our mission remains clear: to empower and equip people with entrepreneurial ideas and solutions to tackle society's greatest challenges.

Over the next three years, we will work towards three core outcomes:

EMPOWERED AND EQUIPPED SOCIAL ENTREPRENEURS

We will provide accessible, place-based and theme-driven learning programmes, we'll support individuals with lived experience and entrepreneurial talent to develop the skills, confidence and networks needed to drive social and climate change.

RESILIENT AND IMPACTFUL SOCIAL VENTURES

We'll expand our unique Match Trading offer and refine our funding support to help ventures grow their income, business resilience and long-term sustainability.

POLICY AND PRACTICE TO SUPPORT SOCIAL ENTERPRISE

By harnessing robust data and working in partnership across sectors, we'll influence national and local policy and position social entrepreneurship as a driver of regeneration, climate justice, and inclusive growth.

By 2028, we will continue to amplify the voices of underrepresented entrepreneurs and **establish SSE as the go-to convenor, connector and champion of the UK's social economy.**



OUR LEARNING PROGRAMMES

We offer lots of ways than for people to access learning that supports real-world change. From deep, structured programmes to bite-sized workshops and webinars, our course offer reflects the diversity of needs across the social enterprise and VCSE sectors.

Our learning programmes are designed to enable our strategic goal of igniting the social economy.

This is done through three key pillars:



To ignite entrepreneurship in communities to achieve social and economic renewal



To accelerate social innovation to tackle systemic challenges in society and to harness our network and insights



To influence policy and practice

“SSE changed my life! I will forever be grateful to SSE for what you have done for me and the organisation.”

— James Adeleke, *Generation Success*





BENEFITS OF WORKING AT SSE



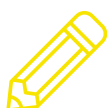
TIME OFF

25 days' annual leave (pro-rata) plus UK bank holidays, with leave increasing incrementally after three years of continuous service.



PENSION & FINANCIAL SECURITY

We contribute 5% to your pension, and all staff are covered by a Death in Service benefit worth twice their annual salary.



LEARNING & DEVELOPMENT

You'll have access to some of our SSE short courses and learning sessions free of charge, alongside an annual development budget.



WELLBEING

All staff have access to an employee assistance programme and free eyecare vouchers.



INCLUSION & CONNECTION

We're a certified Disability Confident Employer and are committed to building a genuinely inclusive culture. We come together as a whole team every two months, with regular online socials and annual in-person away days.



FLEXIBLE WORKING & TRAVEL

We welcome flexible working and have team members based across the UK. For London office-based staff, we also offer a cycle to work scheme and annual season ticket loan.

“ Our culture is incredibly supportive and welcoming. It's something that SSE does exceptionally well. ”

— SSE staff survey 2026



NATIONAL PARTNERSHIPS LEAD

About the role

Overview

This role will work to translate the CEO's vision into actionable progress. It acts as operational support to the CEO, driving momentum on high-priority national funding partnerships. The role will support the CEO in enhancing external positioning, diversifying income streams and co-ordinating complex business partnerships to achieve our impact goals.

The role will report directly into the CEO but work with across internal teams and external stakeholders.

Key Responsibilities

Income Generation and Business Development

- Work proactively with the CEO to build relationships which have the potential to lead to new national business opportunities, identifying areas for mutual, and strategic benefit.
- Assisting the CEO in developing and stress-testing new business model concepts to raise revenue and increase impact: Including preparing papers for the consideration of senior colleagues and the Board of Trustees.
- Providing thorough sector-research as needed, with sector analysis to inform market positioning.
- Work with the CEO to identify and capitalise on opportunities to work in partnership with other organisations to amplify our work and impact
- Support negotiations with external stakeholders.
- Identifying high-potential prospects, conducting sector research and preparing briefings for the CEO, SMT and Board as required.
- Acting as the primary coordinator for the CEO's fundraising pipeline, tracking progress to ensure actions are completed on time.
- Translating broad strategic goals into concrete project plans. This includes: crafting compelling value propositions for potential funders, detailed budgets, risk assessments and compelling slide decks.

- Overseeing the end-to-end process for complex funding proposals, ensuring all moving parts (internal teams, external stakeholders and timelines) remain aligned.

Writing and Budgeting skills

- Exceptional writing skills, developing compelling bids and project proposals to generate new business or renewals aligned to SSE's strategic objectives.
- Ability to write for different audiences, from strategic summaries to detailed response to tender from government, trusts and foundations.
- Exceptional numerical skills, with an ability to work across budgets and create budgets and forecasts for a variety of funders and investors.
- Supporting the CEO by drafting consultation responses, providing briefing notes and developing high-quality policy papers.
- Acting as a sounding board for the CEO on organisational positioning, helping to pressure-test ideas and refine the narrative for external audiences.
- Ability to contribute to the generation of agreed income targets.
- Ability to update the relevant database systems to track progress.

Account Management

- Manage relationships and reporting requirements with national funding partners.
- Oversee partnership renewals and continually seek opportunities to grow and innovate existing funding partnerships.
- Identifying key insights from external research and internal analysis, packaging findings into digestible formats such as short written reports, presentations, communications activities and media opportunities.

Key Relationships

- This role reports directly to the CEO, who is responsible for setting the overall direction of the charity, to ensuring its long-term success and impact.
- Internal relationships will span SSE but include working particularly closely with the Development team as well as wider Policy and Partnerships Directorate.
- The role will lead relationships with external stakeholders of SSE including funders, corporate partners and government representatives.



PERSON SPECIFICATION

Essential

- Proven executive partnership: Sustained, multi-year experience providing direct operational support to a CEO, with a demonstrated ability to navigate periods of transition.
- Complex project lifecycle delivery: A track-record of leading multiple high-stakes, multi-million pound initiatives from identifying opportunities to conceptual design and budget modelling through to successful contracting.
- Skilled and versatile writing ability: Demonstrated proficiency in producing diverse, high-quality written work, including: funding proposals, policy papers, feasibility studies, funder reports and evaluations under significant time pressure, without compromising on accuracy or quality.
- Adaptive problem-solving: Ability to excel in undefined, fast-paced environments, breaking down complex, multi-layered strategic challenges into clear, actionable next steps.
- Highly organised and proactive: Self-directed and comfortable collaborating with a CEO to manage their workflow, knowing when to prompt, steer, or act.
- Knowledge and understanding of the social enterprise sector and existing funding ecosystem.
- Exceptional budgeting and numeracy skills.
- Analytical data and evidence based approach with commercial mindset.
- Strong communication skills and a proven ability to present, question and influence as well as to listen.
- Strong relationship management skills with proven track record of working in consultation and leading collaboration with key partners.
- Confidence in leading and developing relationships with a range of senior stakeholders.
- Ability to produce a range of high quality written and numeric material for both external funders and internal audiences (e.g. proposals, budgets, forecasts, presentations).
- Excellent financial management and budget development.



KEY DETAILS

Salary:	From £43,116 (pro-rata) + 5% pension
Hours:	1FTE - 35 hours per week - working hours are typically 9am - 5pm
Annual leave:	25 days per annum per annum pro rata + bank holidays
Contract:	Permanent
Flexibility:	Occasional evening/weekend work and travel within the UK may be required, especially to support the SSE Network
Location:	Flexible - Candidates must be based in the UK but can work remotely

Please note, we are unable to accept applications from candidates who require visa sponsorship.





TO APPLY

Our application form can be found [here](#). The deadline for applications is Monday 24th August 2026 at 17:00.

First-round Interviews will be held online on Friday 11th September 2026.

SSE particularly welcomes applications from racialised minorities who are currently under-represented in our workforce. We are committed to building a team that reflects the communities we serve.

If you have any questions, or require reasonable adjustments, please email recruitment@sse.org.uk and title your email 'National Partnerships Lead Application'.

