



Outreach Manager

Organisation: Schools Consent Project

Location: Remote; able to travel into London easily

Contract: Permanent

Hours: Full time

Salary: £35,000-£45,000

Benefits: Flexible working, private healthcare, 35 days annual leave (in addition to bank holidays), £500 contribution towards work laptop

Reporting to: Director

About the Schools Consent Project

The Schools Consent Project is a UK-based charity dedicated to educating young people about sexual consent and healthy relationships. We deliver workshops in schools and educational settings led by trained volunteer lawyers. By introducing consent literacy at school, young people are more likely to make informed, ethical decisions and are less likely to experience or perpetrate sexual violence in later life.

Through this hire, we aim to scale access to high-quality consent education.

Role Summary

The Outreach Manager is responsible for driving the expansion of the Schools Consent Project's reach, engagement, and impact across London and the South East. Acting as the organisation's lead "sales" and business development professional, you will contribute to and manage our strong pipeline of partner schools and organisations, convert leads into confirmed bookings, and maximise long-term engagement.

You will own the end-to-end outreach and partnership journey: from prospecting and lead generation, through relationship development and negotiation, to repeat engagement and retention.

Key Responsibilities

Business Development & Lead Generation

- Develop and execute a proactive outreach and growth strategy to increase workshop bookings.
- Develop and maintain relationships with existing schools; ensure SCP's workshop content remains responsive and reactive to the emerging concerns of young people when it comes to sex, consent and the online world.
- Generate leads through cold outreach, referrals, events, and campaigns.
- Contribute to and maintain a pipeline of new schools and educational settings.
- Reinvigorate historic relationships with schools.

Account Management

- Convert enquiries and prospects into confirmed programme partners.
- Present the charity's offer and impact to senior school leaders, safeguarding leads, and decision-makers.
- Manage key accounts and ensure high levels of partner satisfaction and retention.
- Promote additional workshops and programmes where appropriate (eg. teacher training; parent workshops).
- Track booking trends eg. seasonal vs. reactive bookings; develop a communication strategy around each 'type' of school, involving timely booking reminders.

Pipeline, Targets & Performance

- Manage outreach targets for bookings, partnerships, and regional coverage.
- Monitor conversion rates, pipeline value, and performance metrics.
- Produce regular forecasts and performance reports.
- Use data and insight to refine sales strategies and improve outcomes.

Marketing & Promotion

- Help develop compelling outreach materials and campaigns.
- Deliver presentations, webinars, and pitches to prospective educational partners.
- Represent the organisation at conferences, networks, and sector events.
- Help gather case studies, testimonials, and impact data to support outreach and fundraising.

Delivery Coordination

- Work closely with our Volunteer Manager and Operations Manager to match supply with demand.

- Ensure smooth handover from booking to delivery.
- Anticipate capacity constraints and manage partner expectations.

Team Leadership & Development

- Contribute to the development of outreach systems, processes, and tools.
- Share insights and learning across the organisation.
- Oversee team members currently managing school outreach.

Person Specification

Essential Criteria

- Proven experience in sales, business development, partnerships, or outreach roles.
- Experience working with schools, education providers, or youth services.
- Track record of meeting or exceeding targets.
- Excellent communication skills.
- Strong relationship management and account development experience.
- Highly organised, with strong CRM and data management skills.
- Ability to work autonomously and drive results.

Desirable Criteria

- Experience working in the charity, education, or public sectors.
- Knowledge of safeguarding and child protection frameworks.
- Understanding of social impact measurement.

Values and Approach

We are looking for someone who:

- Is committed to our mission and values.
- Demonstrates empathy, professionalism, and integrity.
- Works collaboratively and inclusively.
- Is proactive, adaptable, and solution-focused.

Safeguarding and Equality

The Schools Consent Project is committed to safeguarding and promoting the welfare of children and young people. All staff are expected to share this commitment.

We are an equal opportunities employer and welcome applications from candidates of all backgrounds.

How to Apply

We are accepting applications on a rolling basis until 2 October 2026. To apply, please send a cover letter and CV to london@schoolsconsentproject.com by 2 October 2026.

We ask applicants to draft their applications without using AI (save for checking spelling or grammar), so that we can get a real sense of your suitability for the role.