

## Sales & Partnerships Manager

### About [Creative Mentor Network](#)

People from lower socio-economic backgrounds are not fully represented in the creative workforce – and we exist to change this. Our range of mentoring programmes are designed so that everyone wins: supportive careers guidance for young people; training and development for mentors; access to an amazing diverse talent pool for creative businesses.

We have a successful business partnerships model, partnering with businesses such as Soho House, Sony Music and Canon to design and deliver bespoke mentor programmes, supporting young people and creative professionals to build meaningful and impactful relationships. As part of this, we create sustained organisational change by growing a movement of inclusive leaders through training and development for mentors.

We are a dynamic organisation, evolving as we grow. And the way we work together reflects this. We're open to new ideas and ways of working, always for the benefit of the young people we support.

### About the role

We are looking for an experienced business development professional with an excellent track record of securing corporate partnerships. You'll be an enthusiastic, proactive and relationship-focussed individual confident to work towards driving growth within the charity. You'll work alongside the CEO and Head of Marketing to increase the number of partners we work with specifically focusing on our mentor development programme [Break the Wall](#).

### Responsibilities:

#### Business Development

- Generate leads and foster new partnerships with companies across the creative industries. You'll attend pitches, write proposals and negotiate comfortably and with confidence.
- Create outbound leads. You'll be setting up email campaigns and tracking the progress of new partnerships.
- Maintain and develop strong relationships with existing partners to ensure high renewal rates
- Work with the Head of Marketing to create innovative campaigns to attract new partners.
- Attend industry events to network and ensure that CMN is at the forefront of the DEI conversation
- Create and implement a strategy to increase the number of partners (mentors) we work with on our Break the Wall programme.
- Pitch Creative Mentor Networks offering and hold Q&As about our programmes and mission to potential partners
- Use Salesforce (CRM system) to track and manage leads/pipeline reporting into the CEO regarding leads and targets.

### Skills and experience:

- Passionate about diversity, equity & inclusion and supporting young people

- People skills with the ability to establish and develop key business relationships in a variety of situations
- Strong communication skills, in writing and in person.
- Commercially focused, with a track record of over-delivering sales targets. Able to pitch confidently to clients, and assertive enough to chase opportunities.
- Confident to negotiate on costs
- Highly organised, attention to detail, with a proactive approach to improving processes
- Committed and motivated to succeed and meet objectives, both personal and business related
- Strong influencing and negotiating skills
- Account management experience

**Bonus:**

- Strong knowledge of the creative industry
- Strong knowledge of the DEI sector
- Strong knowledge of the youth sector
- Experience of using Salesforce/Google/Docs/Google Calendar and Zoom
- Experience of applying for funding/grants

**Diversity, Equity and Inclusion.**

- Aware of the importance of DEI practices within an organisation
- Act with empathy & sensitivity to all colleagues & stakeholders, irrespective of cultural background or protected characteristic, (Equality Act 2010)

**Start date:** November 2024

**Salary:** £35,000 - £40,000 pro-rated (depending on experience)

**Benefits:** 25 days holiday - pro-rated (plus office closure at Christmas), flexible working (opportunity to work remotely)

**Location:** London Victoria / remotely

**Hours:** 3 days per week (22.5 hours) hours per week. Flexibility may be required for events over the evening.

**Contract:** 12 months with a review to become possibly permanent

**To apply:** Send a CV and cover letter about why you would be a great fit for the role to

[recruitment@creativementornetwork.org](mailto:recruitment@creativementornetwork.org).

**Deadline:** Rolling / interviews will be offered as applications are received.

If you have any questions about this role please get in touch here: [katie@creativementornetwork.org](mailto:katie@creativementornetwork.org)

**[CMN Diversity/equal opportunities form](#)**

We are committed to equal opportunities in our recruitment and employment process and, in order to find out how well we are doing with this, we need to collect monitoring data. We would appreciate it if you would complete [this form](#) so that we can ensure our recruitment processes are as inclusive as possible.

[This form](#) is anonymous and any information supplied will be treated in the strictest of confidence.