

School Partnerships Lead

Job Description



Responsible To:	Director of Delivery and Operations
Responsible For:	None
Contractual Hours:	37.5 hours per week
Salary Level (Per Annum):	£35,000
Location:	Remote/hybrid (option of working from our London office), with some travel across London and the North West of England
Annual Benefits:	25 days annual leave pro rata (Plus public holidays and days between Christmas and New Year); pension scheme; wellbeing allowance

Purpose of the Role

Khulisa is a rapidly growing, award-winning youth mental health charity supporting young people aged 11-18 who have experienced adversity and trauma. Through our programmes, we work with schools to improve young people's wellbeing, resilience and emotional regulation, helping them stay in school, while helping educators and other professionals to better understand and respond to their needs.

Our work depends on strong partnerships with schools and Multi-Academy Trusts (MATs) where we carry out our work and who make a financial contribution towards the delivery of our programmes.

The School Partnerships Lead will be responsible for growing Khulisa's school and MAT partnerships and generating new income through these relationships. This is a school-focused business development and sales role, with responsibility for developing opportunities from initial leads through to signed partnerships.

The post holder will generate new leads, manage a pipeline of prospective partners, build relationships with senior education leaders, understand schools' needs, pitch Khulisa's programmes, and convert opportunities into paying partnerships.

The role will also support Khulisa to maintain strong relationships with existing partners, identify opportunities for repeat engagement and ensure effective handover from sales to programme delivery.

This is an opportunity for a proactive and commercially minded individual to use their relationship-building and business development skills to grow an organisation that makes a meaningful difference to young people.

The post holder will be able to work from home or from our London office, but must be available for regular travel to schools, events and other stakeholder meetings across London and the North West of England.

Main Duties and Responsibilities

School & MAT Business Development

- Generate new school and MAT leads through proactive outreach, networks, referrals and events.

- Build and manage a strong pipeline of prospective partners, maintaining accurate CRM records and forecasts.
- Lead discovery meetings to understand schools' needs and priorities and identify where Khulisa can add value.
- Develop and deliver tailored pitches, proposals and partnership offers to senior education leaders.
- Manage opportunities through the sales process from initial contact through to conversion, working towards agreed income and new partnership targets.
- Support the Programme Delivery team to develop existing school relationships, identifying opportunities for repeat participation and longer-term partnerships

Sales Activities & Events

- Plan, project manage and deliver sales activities to generate new school and MAT opportunities, including webinars, outreach campaigns and conferences.
- Identify and plan a programme of participation at relevant education events, networks and sector forums; represent Khulisa at these events, building relationships and generating new opportunities.
- Develop practical business development materials, including presentations, proposals and sales collateral.
- Monitor and evaluate business development activity, using data to improve future approaches.

Partnership Development & Handover

- Build strong, trusted relationships with school and MAT stakeholders throughout the sales and partnership development process.
- Work closely with the Programme Delivery team to ensure prospective partnerships align with programme capacity and delivery requirements.
- Ensure new partnerships are clearly documented and effectively handed over to the Programme Delivery team.
- Support partnership opportunities with community and other organisations, where these provide opportunities to extend Khulisa's reach and impact.

Strategy & Reporting

- Maintain accurate CRM records and use data to effectively manage pipeline activity, opportunities and income forecasts.
- Provide regular reports on pipeline performance, new partnerships and income against target.
- Share insight into school-sector trends, customer needs and market opportunities to inform business development and organisational strategy.

Additional Duties and Responsibilities: The post holder will be expected to contribute to the wider work of Khulisa as required, including undertaking appropriate safeguarding responsibilities, for which training and support will be provided. The post holder will also undertake any other reasonable duties as agreed, in line with the level and purpose of the role.

Core Relationships

CEO

Work closely with the CEO on strategic school and MAT opportunities, using senior introductions and key contacts to develop school-level relationships and generate new partnerships.

Programme Delivery Team

Work collaboratively to understand programme requirements; ensure opportunities are deliverable and provide a clear handover when partnerships are secured.

Communications & Events Coordinator

Collaborate on communications, campaigns and content that support school engagement, lead generation and wider awareness of Khulisa's work.

Fundraising Team

Work collaboratively on income-generation opportunities, particularly where school partnerships intersect with wider fundraising and corporate partnerships.

All job descriptions are subject to periodic review

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Person Specification



Essential

- Experience in business development, sales or partnerships.
- Proven experience in managing a pipeline and converting opportunities into partnerships, sales or income.
- Experience building strong relationships with senior stakeholders.
- Excellent communication and presentation skills, with the ability to tailor propositions to different audiences.
- Strong organisational skills and the ability to manage multiple opportunities and priorities.
- Comfortable working towards targets, taking ownership of results and using CRM systems to manage activity.
- Commitment to Khulisa's mission, values and improving outcomes for young people.

Desirable

- Education sector experience, in particular in selling to schools, MATs or other education organisations.
- Experience in a charity, social enterprise or other purpose-led organisation.
- Experience delivering webinars, events or other lead-generation activity.

Personal Attributes

We are looking for someone who is:

- **Relationship-focused** - builds trust quickly and develops credible relationships with senior stakeholders.
- **Commercially minded** - understands how to identify opportunities, communicate value and convert prospects into partnerships.
- **Proactive** - actively creates opportunities rather than relying on inbound enquiries.
- **Persuasive** - can communicate a compelling proposition and influence decision-makers.
- **Organised** - manages a varied pipeline and follows opportunities through consistently.
- **Collaborative** - works effectively across a small team and recognises the importance of strong handovers between business development and delivery.