



Strategic Partnerships Manager

Reports to: Head of Strategic Partnerships

Location: 2 days per week in London (Shepherds Bush), other days can be worked from home or in the office. Some national travel will be required.

Pattern: FTC 6 months - 37.5 hours per week

Start date: As soon as possible

Salary: £35,000 - £38,000 (pro rata for 6 months)

Purpose of role

The key purpose of the role is to manage school recruitment for our English Mastery programmes.

Ark Curriculum Plus

Our mission is to empower teachers to give every young person, regardless of their background, the subject knowledge and skills that will allow them to succeed. We believe that great curriculum design and delivery leads to improved teaching and learner outcomes, which impacts positively on children's life chances.

Our commitment is to empower and equip schools to provide high quality subject teaching, through curriculum and integrated professional development, to develop young people's **subject mastery**. We are grown out of one of the highest performing Multi Academy Trust's in the UK. Our connection with Ark gives us our experience and our specialist expertise earned while we developed and taught curriculum across our own network of 38 successful academies in the UK.

Our programmes, including Mathematics Mastery and English Mastery, are now used by over 500 schools in the UK, including the 39 schools in the Ark network. Having pioneered the mastery approach and been recognised by Ofsted, we also influenced the adoption by the Department for Education of a mastery approach to teaching mathematics. It has been proven through independent impact trials that learners on our programmes make additional months' progress.

Strategic Partnerships Manager

The focus of the Strategic Partnerships Manager role is to manage of the school recruitment for our English Mastery programmes

Working within the Partnerships Team, you will be responsible for ensuring a positive overall experience for schools throughout the recruitment and onboarding stages of the programmes. The role holder will create and manage a sales pipeline and develop relationships with partner schools and Multi-Academy Trusts to increase the reach of the mastery programmes.

We are looking for a driven individual who thrives in problem solving and is passionate about being able to support our mission to make a positive impact in education.

With a high level of negotiation skills, including a good understanding of solution selling, you will have excellent verbal and written communication skills and be able to work well independently under pressure.

The ideal candidate will be able to demonstrate experience of driving new sales relationships and building long-term partnership opportunities ideally within the Education sector. They will have an



excellent understanding of how to effectively develop and managing a pipeline of prospects as well as a real aptitude for business development and account management.

As a real team player, they will have good people management skills and be able to collaborate effectively across all Ark Curriculum Plus teams.

The role will involve prospecting and qualifying new sales opportunities within schools and larger networks such as Multi-Academy Trusts, teaching school alliances and local authorities. Leading to negotiation with senior leaders including Heads of English, Headteachers and Education Directors.

If you have the skills needed to succeed in this rewarding role, and the desire to make a difference to education in the UK, we look forward to hearing from you.

Key Responsibilities

Sales growth

You will manage the implementation of the English Mastery school recruitment strategy. You will be responsible for:

- Planning your time to meet and exceed sales targets and objectives.
- Monitoring and reporting on pipeline progress via CRM (Salesforce).
- Actively prospecting new, high value sales opportunities and dealing with inbound leads and sales queries from schools.
- Working closely with the marketing team to develop tactical campaigns to grow the number of partnerships with new and existing customers.
- Arranging meetings, delivering sales presentations, and programme demonstrations, both virtually and face-to-face with prospective customers.
- Use a consultative sales approach to connect with prospective customers and match our products and services to their needs.
- Developing a sound understanding of the wider education sector in the context of curriculum leadership and using this knowledge to enhance sales consultation.
- Liaising closely with the school support and delivery teams to ensure smooth handover and customer experience once a new customer has joined the English Mastery programme.

Person Specification

Attributes

- A self-starter who is driven to achieve the highest standards
- Demonstrates resilience, motivation and commitment
- Thrives in problem-solving, spotting challenges before they arise and proactively finding solutions
- Results driven with ability to cope with competing demand and changing priorities
- Motivation to continually improve standards and achieve excellence
- Collaborative working style and strong team player
- Capable of developing senior level relationships
- Can apply effective operational understanding and implementation to strategic thought
- Keenness to learn and seek expertise from across the board
- Personal values are aligned with those of Ark Curriculum Plus



Experience, knowledge and skills

- Experience of selling to schools and Multi-Academy Trust leaders
- Experience of devising and implementing customer focused solutions
- Adept at maintaining and developing prospect databases and sales pipelines, reporting on critical success factors
- Understanding of project management disciplines and governance
- Ability to use and analyse data to drive performance
- Excellent written and verbal communication skills
- Excellent influencing and negotiating skills
- Confident interpersonal skills
- Experience of using CRM software (ideally Salesforce)
- Good IT skills, with specific skill in using Microsoft office applications and cloud-based systems (e.g.: Google Drives, Zoom, Calendly, Teams, Office365, etc)

Qualifications

- Qualified to degree level or equivalent (preferred)
- Right to work in the UK

Other

- Understanding of the education landscape and issues affecting education (desirable)
- Passion to see education transform pupils' lives in the UK today

Safe recruitment procedure

We are committed to safeguarding and promoting the welfare of children and young people. In order to meet this responsibility, we follow a rigorous selection process to discourage and screen out unsuitable applicants.

Disclosure

We require all employees to undertake an enhanced DBS check. You are required, before appointment, to disclose any unspent conviction, cautions, reprimands or warnings under the Rehabilitation of Offenders Act 1974 (Exceptions) Order 1975. Non-disclosure may lead to termination of employment. However, disclosure of a criminal background will not necessarily debar you from employment; this will depend upon the nature of the offence(s) and when they occurred.