



Senior School Partnerships Manager

Salary:	£36,000 to £40,000
Hours:	Full time, with early Friday finish
Contract:	2-year fixed term, with option for extension
Location:	London Bridge office with some working from home and travel to schools
Deadline:	28th February at 9am
Start date:	May 2022, or earlier
Reports to:	School Partnerships Lead

About Future Frontiers

In the UK, family income is the strongest predictor of how well a young person will do at school and the future opportunities they will have. **Future Frontiers exists to change this.**

We are an award-winning education charity with an innovative approach to tackling educational inequality in the UK. By partnering with schools and forward-thinking businesses, we provide young people with an intensive programme of face-to-face career coaching and opportunities to engage with relevant sector role models in the lead up to the major crossroads in their education aged 16. We work in pursuit of life-changing impact for the young people we serve. You can read more about our impact to date in our Annual Impact Reports on our website.

We have recently established an ambitious 5-year strategy which sets how we will achieve our strategic vision statement - between 2021 and 2026, Future Frontiers will design, develop and rigorously evaluate an enhanced two-year programme that achieves meaningful long-term impact at the post-16 transition, transforming the life-chances of disadvantaged young people. During this period we will support over 16,000 disadvantaged young people.

Why we need you

This is an exciting time to be joining Future Frontiers as we embark on a new five-year strategy focused on achieving meaningful long-term impact at the post-16 transition point and on the life-chances of young people from disadvantaged backgrounds. We are investing in exciting new programme design and significantly increasing the depth of support young people receive through our programme.

We're looking for a dynamic and driven individual to take on this vital role in our School Partnerships team. You'll be at the forefront of our School Partnerships work, developing and maintaining relationships with schools whose students are eligible for our support. You will play a critical role in enabling the charity to fulfil our ambitions of achieving life-changing impact for young people.

Your responsibilities

You will be responsible for your own pipelines of London schools which you will manage from recruitment to re-partnership.

Develop strategies to recruit new partner schools

You will be responsible for cultivating relationships with school leaders and senior professionals in the education sector to generate new opportunities and build your pipeline.

Secure new schools

You will lead sales meetings with schools, identifying how Future Frontiers can meet the needs of their pupils and providing compelling reasons for partnering. You will provide effective follow up and engagement after meetings. You will secure new school partnerships in line with the charity's growth targets. You will competently work with our CRM (Salesforce) to report on partnership activity, monitor engagement with schools, and act on the results.

Set up schools for success

You will work with school leaders to plan for successful programmes, including supporting schools to establish Future Frontiers as a key part of their careers provision and support package for disadvantaged students. You'll work with schools to select the right pupils for the programme and support them with key logistics. You'll work closely with our Programme Delivery team to ensure a smooth handover to the Transition Managers who deliver our programmes.

Maintain relationships and renew partnerships

Re-partnerships are essential to Future Frontiers. You will nurture relationships with schools and provide excellent account management with the aim of renewing the partnership

Work towards our five-year strategy

You will take on responsibility for leading on one of more key areas of work within the School Partnerships team, directly feeding into the goals set out in our five-year strategy.

About you

- You have a **passion for education** and for improving opportunities for young people from disadvantaged backgrounds.
- You fully **understand of the UK education system** and have experience working with schools.
- You have **demonstrable success in hitting and exceeding sales targets**, or other similar targets.
- You are an **exceptional relationship builder**: you are humble, diplomatic and connect with people easily. You are confident engaging with senior stakeholders in the education space.
- You have **outstanding written and verbal communication**. You will inspire those around you by articulating with passion and conviction the difference Future Frontiers makes to the lives of young people.
- You are a **keen problem solver** and bring a solutions-focused approach to your work.
- You are **highly organised with excellent project management skills**. You can manage a varied workload and prioritise effectively.

What we can offer you

- The chance to join a committed Partnerships team of 5, striving to achieve our mission
- Generous annual leave of 27 days + bank holidays, increasing with service
- Team building offsites and regular team socials throughout the year
- Flexible working: core hours 11am - 4pm and regular working from home as standard
- Early 4pm finish on Fridays
- Cycle to work scheme
- Generous parental pay and additional childcare leave for child's first 2 years

Equal opportunities, diversity and inclusion

Here at Future Frontiers we are dedicated to the practice of equal opportunities. The principles of it underpin our mission and we treat all employees, volunteers, clients and students as individuals. We believe in having an open and inclusive culture that champions diversity in all its forms, including age, disability, culture, race, gender, sexual orientation, life experiences, socio-economic background, and religion.

We encourage everyone to apply for our roles. If you would like to talk to us about working at Future Frontiers in advance of your application, particularly in regards to diversity, we strongly encourage you to contact us via email and we will arrange a call. We'd love to hear from you.

We are particularly interested to hear from candidates who have not been to university or who have lived experiences relatable to our young people.

How to apply

- Please fill out [our application form](#) by answering three questions and attaching your CV.
 1. Tell us why you want to work at Future Frontiers. What is it about us that excites you? (Max. 1,500 characters)
 2. With direct reference to the competencies in the job description, please tell us the three main reasons why you would make an excellent Senior School Partnerships Manager. (Max. 3000 characters)
 3. We want to understand how you would respond to a real-life situation that you might face in this role. Here's a scenario:
You have a target to sign up 20 new schools for the Spring term. You are 1 month away from the deadline to secure these schools and are still 5 schools short. What approaches would you take to get back on track? (Max. 2000 characters)
- **Deadline: Monday 28th February at 10am**
- The first stage for shortlisted candidates will be a 10min virtual coffee where we will ask you to talk us through your CV and experience. You will also be able to ask questions about the role. These will be held throughout the application window.
- Round 1 interviews will be held no later than Thursday 3rd March 2022, via video call.
- Round 2 interviews will be held on Thursday 10th March 2022 in person at our London Bridge office.
- Start date is 9th May 2022.

Early applications are encouraged; we will review candidates on a rolling basis and reserve the right to close the job early.

Our Programme

Our pupil journey is outlined on the [programmes page of our website](#). Your input will shape the experience throughout the pupil journey, supporting young people to achieve their full potential into adult life.