



**Ambition
Institute**



AMBITION INSTITUTE | JOB PACK:
School Partnerships Manager

WHY WE EXIST

Children from disadvantaged backgrounds don't do as well as their peers at school.

We know that improving teaching and school leadership is the best way to address this gap. No other aspects of the school system have as much influence on pupil achievement, particularly the achievement of pupils from disadvantaged backgrounds.

Ambition Institute has one purpose: to help educators serving children from disadvantaged backgrounds to keep getting better.

WHAT WE DO

At Ambition Institute we help schools tackling educational disadvantage to keep getting better, and help their teachers and school leaders to become more expert over time.

That's how we'll make sure every child gets a great education and the best possible start in life.

- > We train teachers and leaders at all levels to get better at the things that make the biggest difference: what you teach, how you teach it, and how you create the conditions for schools to thrive.
- > We share what works. Everyone can benefit from evidence of how great teaching and leadership can improve schools and change lives, so we connect people to the latest research and the best practice out there in the system.
- > We champion every teacher and school leader's potential to develop, as the driving force for sustainable school improvement.

OUR IMPACT

We have worked with **14,000** educators,
across over **3,000** schools, reaching more
than **1.3 million** children across the country.



WHAT IT'S LIKE TO WORK HERE

It's an exciting time to join Ambition. We've changed a lot over the last four years – merging three charities into one and expanding our offer to the education system. We're respected as one of the sector's biggest providers of high quality professional development and have an exciting future ahead of us.

We have around 220 staff across England. Though we are all mostly working from home right now due to Covid-19 restrictions, we have offices in London, Manchester and Birmingham as well as a number of home-based staff.

Our staff are dynamic and mission-driven, committed to helping teachers and school leaders give children from disadvantaged backgrounds the best possible start in life.

As a charity dedicated to professional development, we also want to keep getting better ourselves. We respect diverse backgrounds and expertise, and we support and challenge our staff to do high quality work.

OUR OFFER

- > Agile working culture, so you can control how you work.
- > Staff affinity networks that help keep equality, diversity and inclusion at the heart of our work.
- > Enhanced maternity pay after a year's service.
- > Shared parental leave package.
- > Access to free, confidential 24/7 wellbeing and support line.
- > Professional development offer for all staff.
- > 25 days' annual leave + bank holidays.
- > Employer pension contribution of 11% (10% pension plus 1% national insurance rebate).
- > Interest free season ticket / bike loans.

YOUR APPLICATION

BIAS-FREE RECRUITMENT

We want to bring the best people into the organisation so we use a system that removes as much unconscious bias as possible from our recruitment. We don't assess your CV, but shortlist based on how well you answer a number of work sample questions related to the role.

SAFEGUARDING

We take the welfare of children and vulnerable adults very seriously. We ask all staff to complete a number of pre-employment checks, including a criminal declaration form and a DBS check where needed.

RIGHT TO WORK

As an employer, we are responsible for preventing illegal working in the UK. Employees must prove their right to work in the UK by verifying the relevant documentation of all current and incoming colleagues.

 ambition.org.uk

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 020 3668 6865

 @Ambition_Inst

School Partnerships Manager (North East) FTC

Job description

Salary	£28,000 per annum
Location	Homebased, with occasional travel throughout the North East
Working pattern	Full-time, 37.5 hours per week
Contract	Fixed term, up to 12 months
Reporting to	Area Director, North
Direct reports	None
Main contacts	Internal – North Team, School Partnerships Operations, Delivery Teams, Marketing and Communications External – School leaders, teaching school alliances, multi academy trusts, regional influencers, diocese, local authorities and other school stakeholders
Role requirements	Includes some limited evening and weekend work, for which time off in lieu will be given. Occasional travel across the regions required.

Main objectives

The School Partnerships Manager will build highly effective relationships with schools, system leaders and other stakeholders and influencers across the education landscape.

You will assist with the design and deliver a strategy for programme recruitment & sales in your area, pursue and convert sales opportunities, and own relationships with accounts of varying size.

In this role, you will raise Ambition Institute's profile and reputation to help us achieve our mission.

Key responsibilities

- > Own and develop organisational relationships with Head Teachers, Multi Academy Trust CEOs and contacts in middle tier organisations, being the first point of contact for current and potential customers
- > Lead consultative sales meetings with head teachers and senior leaders at schools to promote our programmes
- > Build knowledge of the local educational landscape including opportunities and challenges for leadership development, and use this to inform organisational strategy and support external partners
- > Develop and deliver sub-regional, programme-level recruitment and sales strategies for Ambition Institute's programmes, contributing to the achievement of regional programme and recruitment targets
- > Feed into the development of the overarching regional School Partnerships strategy and objectives for each academic year, taking responsibility for specific elements of the strategy and objectives
- > Plan and deliver events in collaboration with external partners and wider members of the team (e.g. Communications)
- > Identify local speaker slots and public platforms at conferences, events, network meetings etc., including writing and delivering speeches/presentations
- > Deliver exciting and robust regional communications, which deliver consistent and effective messaging across the region and are in line with the national communications strategy
- > Provide reports and analysis to internal and external stakeholders
- > Contribute to a mission-aligned customer focused relational sales culture across the team
- > Contribute to a culture of collaboration, continuous feedback, and improvement through relationships with regional and national colleagues
- > Keep abreast of developments in the education sector and beyond to build personal credibility
- > Become an integral part of the national School Partnerships team through collaboration with colleagues in other regions
- > Support the Area Director with national responsibilities for particular programmes, including sales strategy, national and regional marketing, pipeline tracking and forecasting

Key Skills and Experience

Essential

Our successful candidate will, of course, demonstrate their commitment to the mission to improve the education and outcomes of children from disadvantaged backgrounds.

They will also be able to demonstrate the following qualifications, skills and experience:

- > Ability to build highly effective relationships with external stakeholders at all levels, including those at a senior level
- > Experience of managing accounts of varying sizes and in developing new business relationships, preferably, but not necessarily having experience of working to sales targets
- > Skilled at persuasive writing and using a range of strategies to impact and influence
- > Highly organised and thrives on multi-tasking in a fast-paced and target-driven environment
- > Excellent presentation skills and high personal credibility
- > Experience of working with data and building reports within a CRM system
- > Computer/IT skills and knowledge of Microsoft Office, including Word, Excel and PowerPoint

Desirable

- > Experience using Salesforce or a similar CRM system
- > Experience of having worked in the UK education sector
- > Knowledge of the professional development landscape in schools

This post is subject to receipt of two satisfactory references and an existing Right to Work in the UK.

Please note, this job description is subject to change. With any significant change, we will ensure this is discussed with you before any final approvals and or commitments.

This job description does not form part of your contract of employment. You may be required by the company to undertake any duties within your skills and capabilities which the company reasonably considers necessary to meet business needs.