



Teach First

School Partnerships Lead



The role

The rundown: You'll play a vital part in developing and maintaining relationships with new and existing schools in your region.

You'll identify which schools will benefit from partnering with us and recruit schools to take part in all of our programmes and opportunities.

You'll work with trainee teachers getting ready to start one of our programmes and make sure they're placed in one of our partner schools ready to start their teaching journey.

The detail: day-to-day work

- Cultivating partnerships with regional schools and multi-academy trusts, making sure they know about all of our programmes
- Building and maintaining effective relationships with key senior and executive stakeholders in schools
- Understanding schools' needs in order to provide effective support and excellent customer service
- Overseeing communication with schools in your portfolio
- Collaborating with colleagues in Programme Development and Recruitment to ensure programme members are well supported and set up for success

- Supporting schools requesting our programmes and creating a pipeline of requests to meet organisational targets
- Matching trainees to employment schools in line with school requirements and regional strategy
- Supporting the School Partnerships Manager as needed within the region
- Taking responsibility for a designated workstream and lead on the management of regional projects where necessary

You'll take ownership for:

- Being the point of contact for your portfolio of schools
- Identifying opportunities for partnership with schools. Converting opportunities into leads across all of our programmes to meet organisational targets
- Offering a solutions-focused approach to the challenges of schools and our programme members
- Contributing to a national workstream along with inputting into regional programmatic working groups and projects
- Understanding your Safeguarding obligations and the protection of children and young people by completing mandatory training and staying up to date on relevant policies.

About you

The essentials:

- **Relationship Management:** You're experienced at building relationships with a wide range of stakeholders, and are able to influence and negotiate at a senior level
- **School Recruitment:** You've got experience of sales, including generating, managing and cultivating school leads
- **Customer Service:** You understand excellent customer service, putting our stakeholders at the heart of our decision making. This results in greater customer loyalty, ongoing retention and a strong reputation in the marketplace
- **Sector Knowledge:** You understand the regional and national education landscape and can apply this in your context
- **Planning and organising** - You have strong planning and time management skills and are able to effectively prioritise and manage your own workload independently

The nice to haves:

- You have experience of working in schools and use that experience to understand the needs of our stakeholders. You're aware of regional and national educational priorities

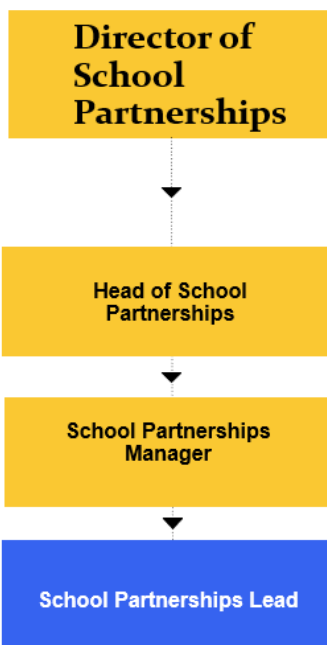
We succeed when we work together. Here's who you'll be working with regularly:

- The School Partnerships team in your region
- The national School Partnerships team based in regions across the country
- Recruitment colleagues who focus on programme/s available to schools in your region
- Programme Support roles in your region

More info on how the role fits in with the rest of the team and charity:

You'll report to: School Partnerships Manager

This position is a level 2 role. Take a look at [our role levels](#) and where you'll fit in.



More about working for us

There's lots of great stuff about working here. For full details pop over to our webpages.

Our culture: We live by our principles. They underpin our culture and identity. And inform everything we do. Find out more about our cultural principles

Diversity and inclusion: Together we're creating a culture where everyone, from any background, can do their best work. We want you to be able to bring your whole self to work. Find out more about what we're doing to improve our diversity and inclusion.

Our benefits: Our mission is critical and the work's important, but so's your life. We've put together a benefits package that means you can live and work well. Find out more on our Working at Teach First webpages.

This role is suitable for agile and flexible working

Our agile way of working gives you flexibility. Need to start late, finish early or fancy a change of scenery? That's fine, our [Agile Working policy](#) focuses on what you achieve, not presenteeism.

If you need a set and regular working pattern to support your life have a chat with us about flexible working options. Over 100 of us already have a flexible working agreement, with more than 70 different working patterns in place. We're ready to hear your request. Find out more via our [flexible working policy](#).



The Prince's Responsible Business Network

Race at Work Charter signatory

[workingmums.co.uk](https://www.workingmums.co.uk)
Top Employer Awards Shortlisted 2019

Building a fair education **for all.**

And a great place to work.