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| Job Title | School Partnerships Manager |
| Reports To | Managing Director |
| Salary | £28,000–£32,000 dependent on experience |
| Contract | Permanent |
| Hours | 37.5 hour working week Monday to Friday. Flexible hours: 10–4 are core hours. |
| Based | Central London with some travel |
| Benefits | Flexible working, employer contribution to pension, regular training and professional development opportunities, significant growth potential |
| Start Date | As soon as possible |

The Organisation

[ImpactEd](#) is an [award-winning](#) social enterprise that supports schools in understanding the impact of their programmes on pupil outcomes.

Schools invest huge amounts of time, money and energy in different initiatives to support their pupils – from in-school tutoring to enrichment programmes to mentoring projects. But far too often, it is extremely challenging for them to assess the impact of what they do. ImpactEd aims to address this evaluation deficit, improving outcomes and life chances for children by helping schools to better prioritise those programmes that will make the biggest difference.

The Platform

We achieve our mission primarily through a digital platform that makes monitoring and evaluation easy for schools. Over the last year, we have worked with an academic research team to develop high-quality ways of measuring impact, and developed a beta version of an online platform that makes it easy and intuitive for schools to do so.

As we launch the full version of the ImpactEd platform, we are recruiting for a School Partnerships Manager who will be key to leading our growing number of school partnerships. This role is a great opportunity for the right individual to join a small but dedicated team with a powerful social mission underpinned by a solid commercial grounding. You'll be part of a dynamic education startup combining technology, education research and collaborative working with schools to make a difference to the lives of tens of thousands of pupils over the coming years.

The Opportunity

ImpactEd has been driven by school demand, and as School Partnerships Manager, you will be the first point of contact for our expanding network. Our partners include national school groups such as [Challenge Partners](#) and [United Learning](#), and you will be vital to ensuring that schools have the best possible experiences of working with us. Ultimately, you will help translate teachers' use of ImpactEd into meaningful decisions that improve outcomes for pupils at national scale.

You'll be joining an early-stage organisation and benefit from significant opportunities for growth, including the possibility of building a team as the organisation continues to scale. As such, you will need to have a few years' professional experience. The strongest candidates will have experience of working in or with schools, or programme and platform delivery, as well as an interest in research and evaluation, and a passion for helping schools to work with us successfully.

Role Objectives

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| School Engagement | You will support the engagement of our school partners and deliver training at all points of the partnership lifecycle, from on-boarding to setup, ongoing support and managing renewals. The role will be focused on retaining existing school partners, but with opportunities to develop new partnerships as required. |
| User Support | You will be the first point of contact for your partner schools, assisting them in troubleshooting, technical FAQs and getting the most out of our edtech platform. You'll help us to achieve a sector leading reputation for school support and engagement. You'll also ensure that we learn from recurring problems, ensuring that user feedback drives our product development roadmap. |
| Retention Strategy | You will help us to achieve our goal of building lasting, multi-year partnerships with schools. Working with the Managing Director and key Board members, you'll deliver our on-boarding and retention strategy and help to shape our partnership management cycle, acting as its ultimate owner. |
| Wider Responsibilities | As part of a small, focused team, you'll be expected to contribute across the organisation. These responsibilities will be varied but might include: managing CRM processes; contributing to planning and strategy; organising events and training sessions; drafting marketing and communications materials. |

About You

You are likely to have experience in some or all of the following:

- Working with or in schools
- Managing partnerships, particularly in building engagement with programmes or digital products, and contributing towards consistently high retention rates
- Presenting to senior stakeholders, including delivering training and on-boarding sessions
- Research and evaluation, and quantitative analysis, especially in education
- Business development, including supporting sales

More important than specific experience will be:

- Highly-developed communication skills. You will be an effective and engaging presenter, but also skilled at listening and understanding problems, focused on developing relationships as well delivering training on a product.
- Attention to user problems and passion for fixing them. We want high-quality customer service to be at the core of what we do, and you should share that vision.
- Capacity and enthusiasm for learning. You will need to pick up lots of responsibilities quickly, and these will develop over time – this should excite you.

Why Us?

- Rapidly growing social enterprise with a social mission at its heart.
- Agile and flexible working – flexible hours, work from home options, responsive management, high levels of feedback and professional development opportunities.
- Opportunities for significant growth and career progression.
- Join a team with a track record of success in both technology and education, including the founders of [The Brilliant Club](#) and [Super Being Labs](#).

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| To Apply | Email a CV and one page covering letter to owen.carter@impacted.org.uk . Owen can also be contacted for an informal conversation about the role. |
| Deadline | Monday 1st October at midday . Please note that exceptional candidates may be invited to interview ahead of this time, so early applications are strongly encouraged. |
| Process | First-round interviews will be held in London on the 4 th and 8 th October. Second-round interviews will be held on the 11 th October. |
| Details | Further details about the position can be found here: http://tiny.cc/SPM . |