

Job Title	Head of School Partnerships
Reports To	Managing Director
Salary	£38,000-£47,000 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, regular training and individual professional development leave allowance and budget, dedicated external mentor, significant growth potential
Start Date	As soon as possible

The Organisation

[ImpactEd](#) is an award-winning social enterprise that supports schools and education organisations in understanding the impact that their programmes and interventions have 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. We exist to improve outcomes and life chances for children by helping leaders to better identify and prioritise those programmes that are making the biggest difference.

We work in partnership with schools and education organisations to develop capacity for research and evaluation, and use our digital platform to make high-quality monitoring and evaluation easy. Most of our work is in or with schools, including collaborations with national school groups such as [Challenge Partners](#), [United Learning](#) and [Academies Enterprise Trust](#).

Founded in 2017, ImpactEd launched into schools in September 2018. Since then we have been growing rapidly. We won the 2018 Teach First Innovation Award, were finalists in the 2019 Education Resources Awards and have had our work profiled by the Department for Education. We are a small, dedicated and growing team that is committed to maximising social impact.

The Opportunity

Having rolled out nationally over the course of the last year, the organisation is at a pivotal point in our growth and development. Our ambition is to support teachers' use of impact evaluation to make meaningful decisions to improve outcomes for tens of thousands of pupils over the coming years. Our model for school partnerships, combining technology, education research and collaborative working with teachers and leaders, is at the heart of this.

The role of the Head of School Partnerships will be to define, deliver and refine our overall school partnerships strategy, and develop a team to achieve this. This is a leadership position that will contribute directly to organisational strategy and sustainability; recruit, manage and coach a growing team of partnership managers; and support business development including sales to schools. You'll ensure we achieve maximum possible impact with our school partners, and expand our reach. You will also manage partnerships first-hand with a number of schools and school groups, with the level of direct delivery reducing over time as the school partnerships team grows.

As a leadership role within the organisation, we are looking for someone with deep understanding and experience of the UK school system, a track record of successful people and strategic leadership, and insight into the role high-quality research and evaluation can play in making a difference to educational outcomes. You would be joining a dynamic education start-up with opportunities for significant development and progression in line with organisational growth.

Role Objectives

Strategic Leadership	Together with the Managing Director, you will develop and deliver our overall school facing strategy, and ensure that we are achieving our mission of addressing the evaluation deficit through high-quality school partnerships. You will work on our plan and delivery model for engaging and retaining existing school partners and developing new partnerships, and contribute to overall organisational strategy.
Team Leadership	You will line manage an existing School Partnerships Manager and take primary responsibility for recruiting, on-boarding and developing additional members of this team in line with our overall growth.
Partnership Management	You will support engagement of existing school partners and deliver training across the partnership lifecycle, through on-boarding, support and renewal. The level of direct delivery required will reduce over time, but a solid grounding in working with schools to deliver ImpactEd will be crucial to long-term success in the role.
Building Sustainability	Through the role you will support our sustainability as a social enterprise and in particular income generation from schools. This will include leading sales meetings, co-ordinating school outreach and marketing, and development, management and leadership of a select number of strategic partnerships. You will be expected to own a range of key relationships and be comfortable operating at a senior level.

About You

Essential skills and experience:

- Deep understanding and experience of the UK school system (you could be a former teacher or school leader, but we're open to other experiences of the sector too)
- Track record of strategic leadership and people management
- Understanding of research and evaluation and willingness to learn further if required
- Business development, sales and presentation experience, particularly in educational contexts and to high-level senior stakeholders
- Ability to move between strategic thinking and operational delivery and contribute to both

Desirable skills and experience:

- Experience of a programme or partnerships role for another education organisation.
- Highly-developed communication skills, both written and verbal. You will be equally happy putting together written proposals, drafting complex responses to difficult questions, and developing relationships face to face and over the phone.
- Entrepreneurial and solution-focused: you can think on your feet, and act independently to devise solutions to challenging problems fast, while maintaining high standards.

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](#).

To Apply	Email a CV and one page covering letter to recruitment@impacted.org.uk . You can also arrange an informal conversation about the role with our Managing Director, Owen Carter, by contacting the same email address.
Deadline	9th September at 9am. Please note that we will be interviewing that week and exceptional candidates may be invited to interview ahead of the application deadline, so early applications are strongly encouraged.
Process	First-round interviews will be held in London on the 12 th and 16 th of September. Second-round interviews will be held on the 18 th September.
Details	Further details about the position can be found here: tiny.cc/HSP1