Job title: **Regional Engagement Manager London & South East**

Location: Remote working in the UK

Responsible to: Head of Engagement London & South East

Salary: £28,000 to £38,000

Contract: Full time, 37 hours a week

Please note, if you do not provide a covering letter your application will not be considered.

Although this role is based remotely, having knowledge of employer engagement in London & South East England is required.

Why us?

Speakers for Schools are a dynamic, swift-moving and fast-growing charity. We are on a mission to support a million young people across the UK annually by 2023. Having taken the first steps on the road to achieving this, our team has doubled in size in the past year. This has supported 278% growth in our Experience programme and 10% growth in our Inspiration programme during the past 12 months.

We want to level the playing field, making sure that all young people can access inspirational opportunities and experiences to fuel their ambition.

We are united and unique in our mission to transform lives through raising aspirations of millions of young people every year. Each year, 1,500 senior leaders, celebrities and industry experts deliver a difference to by sharing their story with students in schools and colleges in every corner of the UK. We connect employers such as Disney, The Bank of England, Spotify PwC and almost two hundred others to communities to provide access to the top opportunities for all across the UK. With us, you will be part of inspiring a generation to reach higher, broaden horizons and get equal access to the top.

To keep growing our charity and our impact, we need top talent and we are committed to treasuring, developing and supporting them to thrive within their roles.

Role Summary

Working for the Head of Engagement in your region, you will focus on relationship building in your community and will be responsible for connecting a network of schools, colleges, employers and partners in your dedicated region. You will work to deliver our customer experience across a portfolio of programmes, forging a regional ecosystem to provide quality experiences for young people with regional employers.

Key Duties / Responsibilities: -

- Outreach to and onboarding of new host employers, helping to grow our employer network to reach ambitious targets for Experience and Progression Programmes (and others as they develop).
- Outreach to and onboarding of education and training providers, supporting our Progression Programme to reach ambitious targets.
- Account managing relationships with participating employers, education & training providers, supporting them in the design of programmes (where appropriate) and engagement with our leading technology platform.
- Outreach to discount and opportunity providers, helping grow the range of discounts and opportunities for young people through our Youth Card programme.
- Delivering commercial income from employers, and education & training providers to meet regional income targets.
- Responsible for delivery and completion of own operational and administrative activity
- Supporting programmes as needed on any contact, phone conversations with stakeholders, programme delivery tasks and wider charity work in support of wider organisation aims and needs, particularly during peak delivery periods.

Skills / Experience / Knowledge:-

Essential

- Experience in a similar environment working with a variety of stakeholders
- Clear and concise communicator, capable of producing written content to a professional quality
- Confident liaising with and managing relationships particularly with stakeholders from all levels
- Comfort and experience in working with technology and data management
- Proven capability of working through high volumes of work and securing targets across varying objectives within delivery
- Sociable and confident and happy building and maintaining relationships with multiple stakeholders
- Excels at organising their workload and enjoy driving work forward independently
- Strategic thinker and can change tactics while still meeting larger objective

Desirable

- Previous experience working with HR/Recruitment/CSR/Engagement teams an advantage
- An understanding of the UK Education System and a familiarity with careers provision within UK schools and colleges would be an advantage
- Proficient use of the Salesforce CRM, to track relationships and ensure proper data management.

We are looking forward to holding video interviews and appointing our Regional Engagement Manager swiftly. You must have the right to work in the UK without visa restriction to be considered.

Benefits offered at Speakers for Schools:

- Flexiable working
- 25 days annual leave plus bank holidays
- Morning of your birthday off
- Pension scheme
- CharlieHR perks
- Perkbox
- £500 a year training allowance

Diversity at our core
At Speakers for Schools, we are committed to encouraging equality and diversity among our workforce, and eliminating discrimination. Our aim is for our workforce to be truly representative of all sections of society and our customers, and for each employee to feel respected and able to give their best.

We welcome applications from all, including those where employment has been affected by Covid19 and those seeking to change careers. Diversity if at our core, join us.

How to apply:
Please apply as soon as possible submitting your CV and a one page covering letter which outlines your specific interest and ability to successfully fill this role, as well as your salary expectations and current notice period.

Appointees are subject to a successful DBS check, as contact with young people is likely.

Please note, if you do not provide a covering letter your application will not be considered.
The Journey to joining Speakers for Schools:
Interviews will be scheduled as applications are received, before the closing date, and will take place over Microsoft Teams. We may appoint before this date depending on applications.

The closing date for this role is **Friday 23rd October.**
Our new team member will start ASAP.

If you have not heard from us two weeks after the closing date, please presume your application has been unsuccessful.