



**Job title:** Employer Engagement Manager East

**Location:** Remote working in the East

**Responsible to:** Head of Engagement East

**Salary:** £28,000 to £38,000

**Contract:** Full time, 37 hours a week

**Closing Date:** Monday 17<sup>th</sup> January

**Interview Date:** Friday 21<sup>st</sup> January

**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 East England is required. Please note, you may be required to travel to client locations in and around the East of England; therefore, for some roles you should live within a commutable distance **without impacting productivity** or adding a substantive financial burden to the charity, to be successful in your application.

### **Why us?**

Speakers for Schools is 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 grown tenfold in the past two years. This has supported growth in our employer network from 70 to 700 leading employers and 3800% growth in the number of work experience places offered during the same period.

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 the aspirations of millions of young people every year. Each year, 1,500 senior leaders, celebrities and industry experts deliver a difference 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 seven 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.

**Benefits offered at Speakers for Schools:**

- Flexible 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 to 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 Covid-19 and those seeking to change careers. Diversity is 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. **Please note, if you do not provide a covering letter your application will not be considered.**

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

You must have the right to work in the UK to apply.

### **The Journey to joining Speakers for Schools:**

The closing date for this role is **Monday 17<sup>th</sup> January 2022.**

**Successful candidates will be invited to interview on Friday 21<sup>st</sup> January. Please keep this date free as alternative dates may not be possible.**

Our new team member will start ASAP.

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