



Job title: National Education Development Manager

Location: Remote working in the UK

Responsible to: Head of Engagement

Salary: Up to £38,000

Contract: Full time, 37 hours a week (Term Time considered)

Closing Date: Friday 14th January 2022

Interview Date: Wednesday 19th January 2022

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.

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 by 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

We are seeking a highly motivated individual to lead the design and implementation of a national strategy in order to raise awareness of and engage with the Speakers for Schools portfolio of

programmes. This will play a vital role in delivering the appropriate demand for Speakers for Schools programmes, as we scale toward supporting 1 million young people per annum.

You will take a strategic lead on education engagement within the Charity and will work in collaboration with internal and external stakeholders to address barriers to participation.

This role holds responsibility for the engagement of nationally recognised education and training providers, as well as local authorities, to promote our programmes, and to deliver the onboarding and training in their usage. Furthermore, you will provide strategic leadership and support to our wider team of 15 Education Relationship Managers, which report into their respective Heads of Region.

Taking on the views of educators and educational leaders in what we provide and need to provide, and enabling our programmes to closely match local and national needs is of particular importance, and it will be your responsibility to feed into our Programmes teams, the expectations of our educational stakeholders. This will help us with the dynamic shaping and reshaping, what we offer, delivering support to those young people who need it most.

You will play a pivotal role in connecting with marketing to support the delivery of centralised marketing to education providers and young people, advising the wider charity of the implementation of timely marketing to support campaigns and other educational focuses across the academic year.

You will be a passionate advocate for the work of Speakers for Schools and be driven to realise the Speakers for Schools ambition of enabling every young person in a state school or college, who would like the opportunity, to be able to benefit from one of our work experiences or other programmes.

Key Duties / Responsibilities

- Responsible for design and delivery of the Educational Engagement Strategy of Speakers for Schools
- Recruit and onboard new educational establishments across the UK focusing on large academies, Multi-Academy-Trusts, Further Education and training providers.
- Support the programmes team on the roll out of school Management Information System integration across all regions, ensuring messaging and delivery is clear to education providers.
- Reporting on both education activity and young people engagement, both nationally and regionally, achieving KPI's set against Experience Programme targets.
- Understanding the needs, pressures and structures that teachers operate within, as well as understanding the school and national curriculum frameworks. This will put you in a strong position to improve the marketing of our offers to this audience.
- Creating new business opportunities through proactive outreach, networking and prospecting
- Attending regional and national events & exhibitions to identify new leads
- Holding video & face to face meetings to understand Secondary and Further Education provider needs
- Training and supporting the ERMs through our newly developed portal and apps.
- Delivering national training sessions/webinars to schools and colleges to support activity in the regions.
- Liaising with local government organisations to actively promote our programme in the regions.
- Build an extensive network of educational contacts/partners and charities, ensuring a high level of customer service to further support our reach and level of engagement.

- Retain our registered schools and colleges in our network, and increase engagement levels in all programmes across all regions
- Ensuring all data relating to school and college engagement is accurate, recorded and presented in reports when required, ensuring KPI's are set across the UK for young people engagement.
- Networking nationally to build brand awareness of Speakers for Schools across all partners and organisations working in the education landscape.
- Supporting the wider UK Education Strategy for Speakers for Schools
- Ensure all our work has a young person focus, increasing our delivery to the hardest to reach groups.
- Develop new initiatives to strengthen teacher/leader engagement of our programmes, to achieve national reach in support of increasing engagement across all regions.
- You will work with an ambitious team and will have the opportunity to work with different functions across the Charity. You will also contribute to wider strategic discussions ensuring that FE is represented in all relevant organisational developments.

Delivery Team support:

- Data Management and CRM
- Utilising reports of opportunities numbers ensuring a clear plan to help achieve maximum engagement in all opportunities.
- Other duties as required, within the scope of your role.

Key skills and experience:

Essential: -

- Previous experience working with HR/Recruitment/CSR/Educational Providers/Youth/Engagement teams.
- Experience of working with schools, and an excellent understanding of how schools operate and their priorities.
- The ability to build relationships, manage networks and influence at all levels. Using your own initiative, you will have the ability to recognise opportunities and convert these into new partnerships.
- Flexibility and a willingness to get stuck in and help with any tasks the team require support with.
- You will be a confident, enthusiastic, and resilient person, with strong demonstrable project management and business development experience.
- An understanding of the UK Education System and familiarity with careers provision and social mobility challenges within UK schools and colleges.
- Having the ability to work independently and as part of a team, you will be able to build strong working relationships with others and be able to inspire them through your passion and focus on outcomes.
- Proficient use of the Salesforce CRM or similar, to track relationships and ensure proper data management.
- Understanding and analytical skills around data and being able to clearly report on KPI's
- Proven capability of working through high volumes of work and securing targets across varying objectives within the engagement.

Desirable: -

- Understanding of aligning projects with the current curriculum, and offering work-based skills to young people.
- Experience in working with Further Education and Training providers, and an excellent understanding of how they operate.
- You will have a good understanding of the most effective routes to more deeply connect young people with work experience.
- Knowledge of SEND and PRU education establishments and NEET students.

Benefits offered at Speakers for Schools:

- 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 Covid-19 and those seeking to change careers. Diversity is at our core, join us.

How to apply:

Please submit your CV and a one-page covering letter that 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 **Friday 14th January 2022**

Successful candidates will be invited to interview on Wednesday 19th January 2022. 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.