



Job title:	Regional Engagement Manager
Location:	Remote working in London
Responsible to:	Head of Engagement London
Salary:	£29,680 to £34,00 (inclusive of £2,500 London Weighting)
Contract:	Permanent, Full-time, 37 hours a week
Closing date:	Monday 10 April 2023 at 23:59
Interview date:	Interviews will be taking place as applications are received. Please apply as soon as possible to avoid disappointment.

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

Although this role is based remotely, it is preferred that you live in London. Please note, you may be required to travel to client locations in and around London; 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.

Who we are

Speakers for Schools is a national social mobility charity. We work across the UK to inspire young people and help prepare them for the world of work through innovative programmes and practical experiences of the workplace. Through our Research and Policy work we seek to change the landscape to ensure every young person has access to high quality work experience opportunities.

We work in partnership with schools and a network of over 700 leading employers to deliver outstanding opportunities for the young people who need our help the most, be they from under-represented groups or areas of disadvantage.

In the last two years our team has grown significantly as we embarked on a mission to help as many young people as possible and to scale our operations accordingly. We are now entering the next phase of that journey which is to focus on the quality of our impact, with work experience for all at the heart of our offer, while exposing young people to all their possible futures through our network of inspirational speakers.

To keep growing and developing our charity and our impact, we need the very best people.

We have huge ambition for both the young people we exist to serve and for our people who all deserve the opportunities to grow, develop and realise their full potential.



We are committed to diversity, inclusion in all forms, while maintaining a culture that is supportive, transparent, values driven and driven by a determination to be the best.

Speakers for Schools Values

- PASSION:** We are committed to levelling the playing field for young people across the UK, creating social mobility and tackling disadvantages.
- AGILITY:** We challenge our ideas of what is possible in order to better meet the needs of those we support. We are human, make mistakes, learn, evolve and adapt.
- INTEGRITY:** We act with empathy and bring our authentic selves to work every day. We value and respect the talent, time and intentions of those we work with.
- COLLABORATION:** We are one team with one mission and only by working together can we deliver better outcomes for young people. We support each other unconditionally and feel motivation in shared success as well as individual progress.
- DIVERSITY:** We know it takes people with different ideas, strengths, identities, interests, and cultural backgrounds to make our organisation succeed. We encourage constructive debate and critical friendship.

Role Summary

Working to targets you will focus on business development by researching and reaching out to new business as well as account management of existing relationships in your dedicated region. You will work to deliver our customer experience across portfolio of programmes, forging regional ecosystem to provide quality experience for young people with regional employers.

Key Duties / Responsibilities:

- Effective business research and development to enable outreach to and the onboarding of new host employers, helping to grow our employer network to reach ambitious targets for Experience Programme (and others as they develop).
- Delivering commercial income from employers, and education & training providers to meet ambitious regional income 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.

- 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 of business development with a variety of stakeholders and owning, managing and delivering an ambitious commercial target.
- 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 delivering on 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

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:

- 25 days annual leave plus bank holidays
- Morning of your birthday off
- Pension scheme
- 3 voluntary days per year
- Wellbeing programme
- Enhanced maternity/paternity/adoption package
- Subsidised office furniture
- Perkbox
- £500 a year training allowance



Diversity at our core

Speakers for schools is an equal opportunities employer. We are committed to encouraging equality and diversity among our workforce and eliminating discrimination.

Disability Confident Employer

Speakers for Schools are glad to be Disability Confident Employers. This means that if you have a disability and you meet the minimum criteria for the role you will be invited to interview.

Please note that in certain recruitment situations, such as a high number of applications and seasonal and high-peak times, Speakers for Schools may limit the overall number of interviews offered to both disabled people and non-disabled people.

We usually ask for a CV and covering letter to be submitted as part of the application process. However, we understand that this is not always accessible to everyone, so we welcome video and phone call applications as alternative ways to apply. For additional information or support, please contact us via recruitment@speakersforschools.org

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 10th April 2023 at 23:59**

Applications will be reviewed on a rolling basis, so early application is encouraged. We reserve the right to close the advert early if we receive sufficient applications for the role.

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.