



School Recruitment and Partnerships Lead

Salary: £32,130 - £35,000

Closing date: Friday 29th October, 9.00am

Location: Based from home, with the option to work flexibly from our office in Stratford, east London

Contract: Permanent

Terms: Full-time or part-time (if the latter, minimum 4 days a week)

Benefits: 33 days holiday (inclusive of bank holidays) and Christmas closure period, increasing with tenure, employer contribution to pension, interest-free season ticket, cycle and technology loans, employee assistance scheme.

About Voice 21

Voice 21 is the national oracy education charity. We exist to empower every child to use their voice for success in school and life. Our work transforms learning and life chances through talk by increasing access to a high-quality oracy education for those that need it most. You can find out more about our journey so far and plans for the future [here](#).

Role purpose

The School Recruitment and Partnerships Lead will be a key part of the External Relations team. They will have responsibility for our business development pipeline and play a crucial role in encouraging schools to join our membership programme - Voice 21 Oracy Schools - through calls, emails, events and other business development activities. On a day-to-day basis they will regularly speak to teachers and senior leaders in schools about our work, as well as undertaking other marketing activities to support this. Where opportunities arise, they will also submit funding bids to help subsidise our work with schools in particular areas of the country.

Key responsibilities

- Manage and implement a school recruitment strategy based on targets in our five-year organisational strategy for growth, with a particular focus on targeting schools that fall into our 'target population' (schools in the top 40% for average Free School Meals eligibility)
- Meet with senior leaders and teachers (usually virtually) to talk about our work and its impact, encouraging them to become Voice 21 Oracy Schools
- Build relationships with business development prospects in Multi-Academy Trusts, local authorities and senior leadership teams in schools
- Produce analysis and reporting on school recruitment as required, and feed insights back to improve the overarching strategy
- Identify and utilise opportunities to reach new education audiences to publicise our work
- Collaborate on the development of broader marketing strategies to schools, including via digital communications
- Represent Voice 21 at external events in the education sector to raise awareness of our work



- Submit funding applications to trusts and foundations on an ad hoc basis to support our work in schools, in particular for bespoke projects with groups of schools in a specific geographical area where an opportunity has arisen.
- Manage relationships with existing funders of school projects, providing a high-level of responsiveness

Skills and experience required

- Experience selling to schools and/or Multi-Academy Trust/local authority leaders OR experience in a business development role in another context, but with separate experience in or demonstrable understanding of the education sector.
- Strong influencing and negotiating skills
- The skills and experience to develop and maintain a sales pipeline of leads and prospects
- Excellent verbal and written communication skills
- Excellent interpersonal skills, including experience building and maintaining relationships with external audiences in a customer-facing role
- Experience producing persuasive written work, such as fundraising applications
- Good knowledge of the education sector and issues affecting schools today
- Good IT skills, ideally including use of a database such as Salesforce

You'll love this job if...

- You enjoy talking to people and persuading them to join a cause you're passionate about
- You are motivated by an ambitious plan and a desire to make things happen
- You love building strong relationships and thrive in a people-centric culture
- You are passionate about making a change to young people's learning and life chances.

Application details

To apply: Please send your cover letter and CV to careers@voice21.org by the closing date. Please ensure both documents are no more than two pages in length and that your cover letter outlines how you meet the 'skills and experience required' (above) and why you think you could successfully contribute to Voice 21's growth.

Please also click [here](#) to fill out our Equality and Diversity Monitoring Form

Interview dates: w/c 1st November, to be confirmed

Start date: as soon as possible

Questions: If you have any questions about the role, please contact Alex Newton via alex@voice21.org

As an equal opportunities employer, Voice 21 is committed to the equal treatment of all current and prospective employees and does not condone discrimination on the basis of age, disability, sex, sexual orientation, pregnancy and maternity, race or ethnicity, religion or belief, gender identity, or marriage and civil partnership. We aspire to have a diverse and inclusive workplace and strongly encourage suitably qualified applicants from a wide range of backgrounds to apply and join Voice 21.