

## School Partnerships Manager

### Purpose of the team

The focus of our 2015-19 strategy is how we can accelerate our progress towards the Fair Education Impact Goals. To achieve this and narrow key gaps between poorer pupils and their wealthier peers, we have grouped our work into Areas of Activity, Participant Impact, Ambassador Impact and Collective Action. Our Local Area Teams collectively focus on elements of each area of activity to work towards achieving our vision. We work with Participants, Ambassadors, Schools and Head Teachers to deliver this work.

Individuals that join Teach First - participants - sign up for a two year training programme called the Leadership Development Programme (LDP). The London regional team oversees the delivery of this LDP in the region, which is delivered in partnership with university training provider. The LDP gives participants the opportunity to gain their PGDE, QTS and NQT status and to attend events and training workshops that will enhance their leadership qualities and abilities. From communicating with participants once they've been recruited, through to the time they complete the LDP and become Teach First ambassadors, the team ensures that every aspect of the LDP runs smoothly and supports Teach First's vision.

### Purpose of the role

The School Partnerships Manager is accountable for developing and implementing a strategy for school partnerships across East London which incorporates increasing the breadth of our school relationships through recruitment of new schools and depth of school relationships by further developing the existing relationships we have in place. The SPM align his/her strategy for school partnerships with the wider London strategy and ensure that the work done complements that of the wider London team. The SPM also takes responsibility for leading on London wide strategy for certain elements of our work with schools, leading on the East London wider enhanced school's partnership work which includes mobilising our ambassador and participant communities and facilitating collaboration with our collective action partners.

### What you do

#### At this level you will:

- Report to the Local Area Director - London East
- Work closely with the Local Director and other School Relationships Managers across Teach First to lead on the development of a vision and strategy for high quality school relationships including a strategy for participant (trainee teacher) placement in line with East London strategy and priorities

#### Your responsibilities include:

- Working in partnership with approximately 80 secondary and primary partner schools, including multi-academy trusts, building and maintaining effective relationships alongside colleagues in the London East team
- Ensuring all London East Participants are placed in line with school requirements, local area strategy and the wider Teach First vision for children

- Working in partnership with colleagues across legal and graduate recruitment teams to ensure that participants are supported and cultivated to begin the programme
- Working across the East London Local Area; including regular travel to schools including some evening and weekend working as required to support events and other team activities
- Playing a key leadership role on East London Senior team, including liaising with Initial Teacher Development (ITD) partner colleagues and supporting the wider East London team to meet their objectives
- Supporting the delivery of the East London ambassador (teaching alumni) and HE Access Strategies
- Being the main point of contact for schools, head teachers and mentors (with some administrative resource to support)
- Liaising with schools to resolve school relationship and participant progress challenges or conflicts as required
- Leading our Ambassadors, Community and Partnerships work ensuring that we maximise Teach First's, our partner's and ambassadors impact
- Representing Teach First, and Teach First East London to various stakeholders including politicians and decision makers

The critical responsibilities of this role are described above. They may be subject to reasonable changes from time to time in line with business need.

## You're good at

### Essential:

- **Relationship Management:**
  - Experience managing relationships with, communicating to, and influencing a range of internal and external stakeholders to aid business development
  - Ability to adapt interpersonal style to clearly articulate an offer; able to read others well and adjust style to win people over
- **Pipeline Management:**
  - Experience managing existing relationships and growing them strategically
  - Ability to develop appropriate tactics to generate, manage and cultivate leads
  - Experience negotiating, with the ability to apply knowledge of a partner's unique points to successfully negotiate, and display sound judgement
- **Customer Service:** Ability to understand school need, provide appropriate services and take ownership of school satisfaction
- **Knowing the Market:** Understanding of the local and national educational landscape

### Desirable:

- **Knowing the Market:** Background in teaching/knowledge of ITE and teacher training/experience in a school or related educational context
- **Data Insight:** Ability to use a CRM database; ability to interpret data in order to understand school need and develop a school partnerships strategy

All our employees are expected to model [our values](#) and help others to do so.

## **Location**

**London.** Local Area Office, 6 Mitre Passage, Greenwich Peninsula, SE10 0ER

## **Salary**

£40,070 + £3,000 London Weighting Allowance & excellent benefits.

## **Apply**

To apply for a vacancy at Teach First you are required to complete an online application form. Please have your CV and covering letter ready to upload. If you are an internal candidate, please apply via your HR Self Service menu.

## **Next Steps**

We aim to provide feedback to all applications within 10 working days from the closing date.

First stage interviews to be held 13/14 September 2017.