



Partnerships Manager (full time)

Location: London Office and Remote Working

Salary: £25-30K base (experience dependent)

Do you want to work for an **ambitious social start-up**?

Do you want to **grow with a company** with **international expansion plans**?

Are you **passionate** about helping **underrepresented young people** become the **leaders of tomorrow**?

We have a really exciting opportunity to play a **pivotal role** as a Partnerships Manager at **Circl**. You will be responsible for building long-lasting partnerships with universities, schools and charities in order to promote the Circl Programme to the 18-24 Year olds. It's a chance to build something from the ground up!

What Do We Do?

At Circl, we believe in a world where anyone can learn to lead, regardless of their background. We believe in a new kind of leadership – one that has empathy, diversity and empowerment at its core.

Our accredited coaches train professionals to use coaching to lead and be led alongside talented but underrepresented future leaders through our Leadership Development Programme.

It's a uniquely effective way to help **businesses build a coaching culture**, while giving talented **young people** the skills they need to succeed and achieve their goals.

We've already done some amazing work with lots of young people and businesses including **Facebook**, **Uber**, **Etsy**, **British Land**, **Allen & Overy**, **Google**, **Hello Fresh**, and **Innocent**.

Click **[HERE](#)** to go to our website to get a flavour of what we do.

What Will You Do?

This is a role with incredible scope and opportunities for quick progression into any area of a growing business.

You will work closely with Rashida, our Future Leader Partnerships Officer to build and execute a scalable partnerships strategy and to recruit Future Leaders for our programme. This is **NOT** a sales role.

- **University/College/Charity Outreach;** Foster strong long-term relationships with organisations to promote the programme to their students and to find innovative ways we can work together. You'll have the freedom to explore different avenues to reach young people that we currently don't reach.
- **Partnerships strategy;** Set the overall strategy and objectives for finding, attracting and recruiting future leaders for our programme.
- **Future Leader Recruitment;** Work with Rashida to devise a scalable strategy to interview and recruit Future Leaders. We currently work with hundreds of Future Leaders but will be working with thousands in 2021. You'll be responsible for ensuring that we have enough future leaders to run the programme.
- **Community;** Involved in organising amazing events for Future Leaders who have completed the programme
- There will also be opportunities to get involved with all areas of the business

Why Join Us?

- **Make a difference** – Our programme helps young people from underrepresented backgrounds develop their interpersonal and leadership skills.
- **FREEEDOM!** – There's scope to do a lot with this role. You have the freedom to come up with awesome ideas and run with them.
- **Flexibility** – We don't believe in rigid working times or places. You have the freedom to work in a way that works best for you. We're moving to a new office in Paddington in the New Year, but it's up to you as to how much you come in.
- **Ambitious growth** – We want to build a world where everyone can learn to lead. We have huge plans for international growth and you'll be an important early hire.

- **Our people** – We're a close-knit, inclusive team who are really passionate about what we do. We want to make the world a better place and have fun while we do it!

Who are we looking for?

For us the most important thing is that you're the right person for the team. Here are the qualities we're looking for:

- **Passion** - Just like the rest of the team, you are genuinely engaged in our mission. You want to work for a company with purpose. You care about what you do, and you want to spend your time helping make the world a better place.
- **Relationship Builder** – You're great at building professional relationships. You'll quickly learn how to communicate the benefits of what we do and work with organisations to build long lasting partnerships.
- **Strategic Thinker** - You're thinking about the next steps, you're great at planning what needs to be done now in order to get results in the future.
- **Effective communicator** – You will spend a lot of your time talking to a wide range of people from 18 year olds to Chancellors at Universities. You're able to adapt depending on who you're talking to and you get on with just about anyone.
- **Team-Player** - Queue the clichés... In all seriousness, we're a close team who help each other out every day. We actively look to share the load and help out where we can. We bring solutions to the table, not problems.
- **Self-starter** – You'll be proactive in looking ahead and delivering on objectives without waiting to be told what to do. You have great ideas and love trying them out.
- **Commercial** - You understand why our commercial approach is so important to our social impact. You want to measure your own success and want to enable us to work with more businesses and help more people. You get stuff done.

- **Individual** - One of our core values is being human - You do you and Circl will support you to do your best work.
- **Experience** – Some experience in partnerships and working with businesses/ young people would be a big advantage. Ideally you'll have some experience of working with these kinds of organisations. The most important thing is that you're passionate about what we do!

How do I apply?

We want to hear why you want *this* job, not just any job.

Send your CV (2 pages max) along with something that tells us why you're a great fit for Circl to james@circl.org

It might be a letter, a video, an example of your work, a haiku, a song, a sonnet. **Just make sure you include an email and a phone number!**

From here we'll have a quick chat on the phone with James or Rashida and the next stage will involve two interviews with separate team members.

Application deadline: **Monday 21st December at midnight**

Potential start date: **January or February**

We want to create an environment where everyone, from any background, can do their best work. We believe having a diverse team is the right thing to do and support diversity in all forms, including socio-economic background, gender, race, disability, age, religion, sexual orientation and life experience so we welcome and encourage job applications from people of all backgrounds.

If you have any questions about the role before applying please get in touch with james@circl.org. Appointment subject to references and DBS check.

What are you waiting for... **APPLY NOW!**

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