



Business Partnerships Lead

Remote + London office when you feel like it. ([Paddington Works](#))

£35 – 45K base – **Y1 OTE £65K – 75K**

- Do you want to work for an **ambitious social start-up?**
- Do you want to **grow with a company with international expansion plans?**
- Do you want to **sell something that has a genuine impact on people's lives?**

Well, you're in luck!

We have an exciting opportunity to play a pivotal role as a Business Partnerships Lead at **Circl! Businesses want to speak to us** about what we do – there's so much potential with this role...

You'll be a key early hire at a pre-seed startup co-founded by Adrian Blair (CEO Dext & Ex Google, Spotify & JustEat). Not only that, but you'll help to **build the next generation of diverse leaders.**

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.

The Circl Leadership Development Programme is the first of its kind. We train professionals at top businesses alongside Future Leaders from under-represented backgrounds in 'the coach approach' to leadership.

Each professional is matched 1 to 1 with a Future Leader and they practise/apply the skills they learn by coaching each other on their real-life challenges and goals. Everyone's an equal on the programme and all participants receive an Association for Coaching certification at the end.



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, eBay, O2, Etsy, British Land, Allen & Overy, Google, Hello Fresh, Innocent, Landsec** and many more.

Click [HERE](#) to go to our website to get a flavour of what we do and read some case studies.

What will you do?

As a key early recruit, we're looking for someone who understands why our commercial approach is so important to our social impact and who has the potential to grow themselves and Circl. You'll be reporting directly into our Co-founder and CEO, [Charlie](#) and working with him to build out the business sales team.

These are some ideas of what you'll be getting stuck into, however, **we'd love to hire someone who can help us decide what the priorities should be and think of things we haven't even considered yet!**

- **Relationship management;** Cultivating new and existing business clients.
- **Growing Circl's brand;** increasing awareness of our work and finding new approaches and prospects in developing our client partners
- **Operations;** developing our day to day business development processes that can grow with us. We're currently improving our CRM and you'll play a crucial role in iterating and improving our playbook.

Your Experience:

- **B2B Enterprise Sales** You have a successful track record of selling to senior business leaders (e.g. C-Suite & Director Level) You'll be joining as a key team member so at least 2-3 years experience is required. Experience selling training programmes might be an advantage but is by no means a requirement.
- **Using Salesforce** to manage a pipeline and pull KPI Reports. This might be an advantage but is by no means a requirement.

- Communicating with different stakeholders and **building brilliant trusting relationships** at all levels in a business.
- Working with our **Marketing Team to source and generate leads**.
- **Developing processes and systems** as the sales team scales. We're in the process of improving our CRM and improving our playbook and

You are:

- **Tenacious:** you will follow up relentlessly ensuring you make the most of every opportunity. Your solutions focused with anything that comes up with a client or with internal processes.
- **Connected with social impact:** just like the rest of the team you are genuinely engaged in our mission. You want to work for a company with purpose and you want to make the world a better place.
- **Commercial:** you enjoy discovering and developing opportunities, being held accountable with KPIs, building existing client relationships; picking up new leads; and finding your way to decision makers in companies through your own initiative.
- **A team-player:** you are great at getting your stuff done, but you're also a supportive and caring team-member who genuinely wants to help others.
- We're a small team so there will be **lots of opportunities to get stuck into other areas of the business too** 😊

Why Join Us?

- **Make a difference** – Our programme helps young people from underrepresented backgrounds develop their interpersonal and leadership skills while also helping professionals get better at their jobs. We've already seen the social impact this can have on a small scale and need help taking it global.
- **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've just moved to a co-working space with a private office in Paddington, 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 with opportunities to go full time as we grow.
- **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!

How do I apply?

We want to hear why you want *this* role.

To apply, please email the following to James at james@circl.org:

1. Your CV (2 pages max)
2. A brief cover letter (100-200 words) & or video (send via youtube link or similar) telling us what you'll bring.

Application deadline: **Friday 7th May**

Interviews: **w/c Monday 10th May**

Potential Start Date: **June / July**

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 and we 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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