



## Education Associate, South West & West Midlands

### Introduction

Are you an entrepreneurial teacher, who wants to lead in transforming children and young people's readiness for real life?

Enabling Enterprise is an award-winning social enterprise. Our mission is to ensure that one day, all students leave school equipped with the skills, experiences and aspirations to succeed – beyond just a set of qualifications. We do this through creating innovative educational programmes for schools that introduce new, more enterprising teaching approaches. Our work is reinforced and supported by more than 100 top businesses including Societe Generale, Carillion, Lex Autolease, The Bullring, PWC, Birmingham University and Birmingham Airport.

We are looking for a self-starter with an entrepreneurial outlook, comfortable working with students and presenting to school leaders, and with a passion for education.

We want someone who will be dedicated to building and maintaining a network of schools and partners and supporting them to deliver our programmes with outstanding impact.

To build credibility, we are looking for evidence of high-quality teaching practice in a primary or secondary school in the UK in any subject specialism. We are also looking for someone with strong evidence of relationship building, and a proven track record of commercial growth in a business to business sales environment

This is a key post in the development of Enabling Enterprise's presence across the Midlands and the South West. Currently, we have programmes involving over 80,000 students running across the country, mainly in the South East, Midlands and North West.

Leading on the growth of schools and programmes in our newest region, the South West whilst supporting delivery in the West Midlands, this role forms a key part of our Midlands and South West team and will be managed from our Midlands office in Birmingham.

You can expect to be part of an inspiring national team, and benefit from opportunities for rapid growth, development and challenge.

If you're looking for your next role and want to help transform education in England, we want to hear from you

## Key Responsibilities:

### (1) Marketing, Sales and Growth (60%)

- Promoting our programmes and developing a structured approach to engaging new schools through a targeted marketing strategy with a particular focus on the South West.
- Meet agreed sales targets to recruit schools to take up our programmes to fulfil our ambitions to reach more students each year
- Building networks of schools and employer partners to strengthen Enabling Enterprise profile, reach and impact in the South West.

### (2) Programme Delivery (30%)

- Ensuring high quality delivery of programmes to schools in the region by:
  - Delivering programmes in schools in the South West and West Midlands
  - Liaising with school leaders and teachers to ensure consistent high-quality delivery that meets and exceeds expectations
  - Organising and delivering teacher training to initiate, develop and embed our programmes
  - Supporting schools to adapt programmes to their requirements
  - Organise and deliver student trips to our business partners
- Building excellent relationships with a cluster of schools
- Supporting strong partnerships with business supporters

### (3) Programme Development (10%)

- Supporting the development and testing of programmes, structures and innovative approaches in our newest region.
- Working to develop and improve our programmes, reacting to feedback and increase their effectiveness with every student.

## Key Skills and Attributes:

- **Passion for Learning and Education:** An experienced and qualified teacher, you will be someone who loves learning and working with children and young people, with a passion for innovative education practice, and always trying to improve your own teaching.
- **Relationship Building:** We are looking for experience of developing networks to build and maintain effective relationships, and an aptitude for being able to engage new schools with our programmes. This will help you to build the close partnerships we need to support our schools in delivering more enterprising learning.
- **Commercially minded:** To support our growth ambitions, all of our regions aim to eventually become fully financially sustainable. With great tenacity you will have used a range of strategies to successfully drive sales from initial contact to completion to deliver on our school engagement plan for the South West.
- **Organisational Skills:** This role requires the management of a full and varied workload, and you need to be someone who gets stuff done – on time, and to exacting standards. You will be able to work independently whilst also being an effective team player.
- **Self-Motivation and Ownership:** With great resilience, you will thrive on responsibility, and taking ownership of your work. You will enjoy achieving and have a proven record of delivering on ambitious commercial and educational targets and taking the lead on new innovations.

**Potential for Leadership:** As a highly ambitious social enterprise, we can only grow as fast as it can recruit and retain the most talented team. We need people who want to push themselves to grow and develop into leaders – this role has a direct opportunity for this with leading on growth in the South West.

**Terms & Conditions:**

**Salary:** £28,000-£32,000 subject to review in 12 months + Training Budget

**Start Date:** 8<sup>th</sup> January, or as soon as possible thereafter

**Working hours:** 40 hours per week, although due to working with schools some early starts and evening work will be needed

**Holidays:** 25 days per year, plus bank holidays

**Contract length:** Initially 2 years, probationary period of 6 months

**Location:** This role would work well for those based in Bristol or Bath. It will involve travel to our schools across the South West and West Midlands as well as time in our Birmingham and London offices, but is otherwise home based. A driving licence and car are therefore essential to the role.

**Application Process:**

Applications should be made via our [online form](#) on completion of the online application please also send your CV by email to [jobs@enablingenterprise.org](mailto:jobs@enablingenterprise.org) .

This round of applications ends at 9am on 27<sup>th</sup> November 2017 with interviews taking place in Birmingham on the 29<sup>th</sup> November.

Enabling Enterprise is an equal opportunities employer, and actively encourages applications from any qualified individuals.