



Partnerships Account Manager – Fixed Term Contract

About *Be the Business*

Led by Sir Charlie and Chief Executive Tony Danker, *Be the Business* (BtB) was launched in November 2017 with funding and support from the UK government and some of Britain's leading companies. We work with the entire business community to share what works for today's best businesses with every company that wants to learn and improve.

Role Purpose

Reporting to the Strategic Partnerships Director, the Partnerships Account Manager will be responsible for managing *Be the Business's* relationship with a number of corporate partners, in order to maximise value to the charity and meet the expectations and ambitions of the partner. These partners could range from banks and technology providers, to business support organisations and advisory firms, as well as public sector and industry bodies. These channels represent an effective route to the SME market and will be essential to maintaining a low-cost and high-reach customer acquisition model, as well as expanding our reach, trust and reputation more broadly. In addition, such partnerships will also form a crucial part of our revenue generating strategy.

What You Will Do

- Scope and open up potential partnership opportunities, and work with the Strategic Partnerships Director to pitch opportunities for collaboration to those organisations.
- Work with potential partners to understand and develop a set of mutually beneficial objectives and ideate, scope and plan initiatives for joint projects that consider the ambitions of all parties.
- Relationship management of strategic partners to ensure they are confident we are meeting their expectations and that these are balanced with the objectives of BtB.
- Ensure appropriate communication, data and reporting is completed to meet partners' and BtB needs.
- Facilitate events and visits as needed for successful partnership management.
Manage communications with partners in a professional and timely manner.

What We're Looking For

- Significant experience and demonstrable success in external partnership building and experience of dealing with senior executives of large organisations.
- Experience of working with multiple teams within an organisation to manage delivery against objectives, particularly in collaboration with others to ensure targets are met.
- High-quality presentation and verbal communication skills.
- High-quality written presentation skills.
- Ability to think strategically as well as to contribute to operational delivery.
- Proven ability to successfully manage a portfolio of complex projects.
- Excellent negotiation and interpersonal skills.
- An ability to manage the expectations, demands, and priorities of multiple internal and external stakeholders.
- Excellent analytical and organisational skills.
- Degree level or equivalent.

What We Offer You

- A rewarding job with the opportunity to have your voice heard and really make a difference.
- We're a mission driven, entrepreneurial team, and we thrive on leading and driving projects that will positively impact UK businesses and the economy.
- Competitive salary and benefits.

Sound interesting? We thought so. So, what are you waiting for?

If you're interested in joining our team at *Be the Business*, please send your details to:
careers@bethebusiness.com