



## Partnership Executive

**Salary:** £24,000 - £33,000 (Plus additional car allowance)

**Location:** Field Based

**Endsleigh partners with over 300 student accommodation providers across the UK which include University owned, Purpose Built Halls and small private letting agent accommodation. Through these partnerships Endsleigh protects over 500,000 students. Endsleigh also partners with over 50 HE organisations to provide a dedicated student assistance programme, providing wellbeing support to over 325,000 students across the UK.**

### Role

The role will require a new business professional to manage and grow pipeline to support the delivery of winning new partnerships. This will include cross sell and penetration targets, adhering to and embedding the respective operational framework, to deliver an exceptional customer service of consistency and clarity.

- Manage and develop relationships with prospective business partners and develop a reputation within your area of work
- Have full accountability for individual income, pipeline, and activity targets towards new partnerships
- Presentations to key decision makers across the Education sector including Universities and student accommodation providers
- Attending relevant conferences and events to meet prospective partnerships
- Identifying new opportunities and implementing new strategies to exceed your performance objectives.
- Identifying and developing new B2B relationships across the sector
- A focus on developing existing and secure new partnerships, with delivery of personal KPI's which contribute to the overall team sector targets
- To ensure quality business is undertaken to protect insurer loss ratios and customer satisfaction scores
- Working with existing partnership executives to ensure smooth transition from new business to current partnerships

## Person

The appropriate candidate should demonstrate excellent communication and presentation skills with a strong ability to build rapport. As well as:

- Previous experience demonstrating ability to win new partnerships.
- Previous partnership management experience.
- Ability to spot and identify opportunities and provide solutions.
- Strong attention to detail.
- Excellent customer handling skills.
- Ambitious and driven to excel at targets and achieving profitability.
- Negotiating and influencing skills.
- Resilience, dedicated with high personal integrity.
- Planning and organisational skills.
- Self-motivated and results orientated.
- Proven track record of hitting targets.

The following qualification and experience are also desirable:

- Experience in the University and/or Student Accommodation sector would be an advantage, but not essential
- Cert CII or working towards Cert CII
- Experience of working in a B2B environment

## Reward

This is a great opportunity to be part of a transforming business and you will be rewarded by a highly social team culture and competitive salary. We will offer you a fantastic benefits package which includes a defined contribution pension scheme where Endsleigh will contribute 4% of your pensionable salary increasing to 8% at 5 years' service and rising again to 12% in year 10.

You will start with 22 days holiday plus bank holidays, rising to 25 days after 2 years' service. We also offer all colleagues the ability to buy holidays if they wish to as well as giving you your Birthday off.

In addition to this we also offer:

- Annual incentive scheme.
- Life Insurance
- Access to a number of voluntary benefits
- Colleague discounts through Perkbox
- Totum student discount card via the NUS
- The opportunity to buy additional holiday
- Access to excellent facilities onsite including a gym and other sporting facilities.
- The ability to 'locate for your task' to allow flexibility