



Partnership Executive/Manager

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

Grade: 3

Location: Field based or Cheltenham

This role sits within the Education team at Endsleigh, which currently holds over 600 Business to Business relationships within the Education sector, including over 160 university & colleges, over 380 student accommodation providers and 120 students' Unions. We provide multiple products to all of these organisations including group policies and services which directly benefit students, staff and other members of these organisations.

Role

The role will be responsible for supporting our Wellbeing strategy via partnerships in the Education sector, specifically focused on universities and colleges. This role will involve direct relationship management with B2B partners, including working collaboratively with our service provider to deliver an exceptional service for our customers. This role will include elements of acquiring new business to support our growth projections in this space, as well as collaborating and building relationships across both internal and external stakeholders to ensure success.

Responsibilities within this role will include on-going account management and renewal for our existing university members and college partners as well as generating new business leads through prospecting.

You should be keen to develop your knowledge to ensure you become an expert in our product offering to customers and industry partners.

Key accountabilities will include:

- Effectively managing relationships with key decision makers within our partnerships such as Student wellbeing teams and counsellors.
- Effectively managing relationships with external service provider
- Exceeding annual targets
- Engaging regularly with internal and external stakeholders
- Day to day account management of our wellbeing whole membership partners including responsibility for the renewal of accounts
- Quarterly MI meetings held with each partner
- Prospecting and appointment booking
- Supporting with wellbeing conference strategy
- Travel to partner meetings

Person

For this role the desired candidate should have excellent communication and presentation skills, with the ability to build rapport and strong relationships in order to appropriately support the accounts. You should also exhibit problem solving skills with the creativity to help develop new ideas and solutions.

A successful candidate should also demonstrate;

- Tenacious approach to retaining and winning new business accounts
- A passion to deliver exceptional customer service
- The drive to want to learn and develop own knowledge and skills
- Ability to work collaboratively with internal and external stakeholders
- Be keen to travel and meet new people, including University meetings and conferences, therefore a full driving licence is required.
- Exhibit a communicative style which would help sell, persuade and encourage a university to partner with ourselves.
- Demonstrate good attention to detail.
- Be keen to bring fresh and innovative ideas to the table, identifying new business opportunities and having the confidence to capitalise on them.
- Enjoy being part of a highly social team

The following qualifications and experience are also desirable;

- Experience in the University and/or Accommodation Sector would be an advantage, but not essential.
- Knowledge of or experience working with student wellbeing teams or similar would be an advantage, but not essential.
- Proven track record of hitting targets.
- 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 or sell holidays if they wish to, as well as giving you your Birthday off.

In addition to this we also offer:

- Life Insurance
- Access to a number of voluntary benefits
- Colleague discounts through Perkbox
- Totum student discount card via the NUS
- The opportunity to buy or sell additional holiday
- Access to our excellent facilities onsite including a gym and other sporting facilities.