



Partnerships Success Manager.

Location: London or Edinburgh

Start date: Flexible

Salary: £30,000 - £38,000 based on experience and location

Details: Full time, permanent, Moorgate or Central Edinburgh office (1-2 days average) and remote. Some UK travel required.

Deadline: closing when enough applications are received so please apply as soon as possible

Please note: right now we don't have a license to sponsor VISA applicants, so we are only able to accept applications from candidates who already have the right to work in the UK.

Overview

Are you **passionate** about helping **underrepresented young people** to enter the world of work?

Then you could play a key role as a **Partnerships Manager at Uptree**. You will be responsible for leading on and maximising the success of our employer partnerships, with a focus on showcasing impact through compelling data. You'll deliver a fantastic service and will proactively seek out opportunities to showcase Uptree and grow the work that we do, including developing proposals and leading contract negotiation.

Uptree's Mission

Uptree was founded to put an end to inequality of opportunity, where no young person is left behind on their journey from education to employment.

We're on a mission to be the leading platform providing young people with free careers education and experiences of work to drive equality of opportunity for all.

Check out [our website](#) to find out more about us, our values and our outreach.

You'll be:

- Managing and growing a portfolio of strategic partnerships: building relationships through regular meetings, ensuring partners have a fantastic experience.
- Identifying expansion opportunities across our partnerships, including developing proposals and leading on contract negotiations, plus securing purposeful meetings with key contacts to broaden and deepen relationships.



- Launching new partners, and working closely cross-team to deliver a fantastic end to end service across a partnership lifecycle - tracking that deliverables are met and our events achieve maximum impact for young people.
- Engaging Uptree's employer community and showcasing our work through exceptional employee engagement, including running events, attending conferences and proactively seeking out speaking opportunities that raise our profile.
- Playing a key role in the continual development and improvement of the Partnerships team.

You are:

Commercial - With demonstrable experience of driving growth through excellent partnership or account management. A natural networker, able to build strong relationships with anyone.

Action-oriented – You're organised and commercially astute, have great attention to detail and love making sure nothing slips through the net. We are looking for someone who can think ahead to plan projects without waiting to be told what to do.

Value-driven - We want you to bring passion to Uptree, to be genuinely excited about our mission and values, and to care about the work you are doing. Someone who wants to roll up their sleeves and make a difference.

Communicator - Strong communication, presentation and relationship building skills.

Experience - In a startup, leading corporate or education space, sales or customer service role. Ideal: experience working with CRMs (We use Hubspot and monday.com).

Our Benefits

- Annual company Away Day
- Laptop - MacBook Air
- Home office equipment provided
- Increased annual leave the longer you work with us
- Office closure over Christmas
- Generous and inclusive parental leave and sick pay policies
- Flexible working hours policy (core 9:30am-16:00pm with flexible options either side)
- 28 days holiday plus bank holidays
- Dog friendly office - Open plan and buzzing Moorgate and Edinburgh office spaces, with snack station, pool table, beer tap and regular team drinks!
- £50 per month flexible wellbeing budget.



How to apply

Applications without a covering answer will not be considered.

We're proud to have a diverse team with innovative ideas. If you are unsure whether you tick every box but think you have the skills to make an impact - please apply!

Please send a CV and **a response to this covering question:** Why do you want to work for Uptree? to jobs@uptree.co. Your answer might be a short paragraph (no more than 250 words) or a link to a recorded video, or an example of your work - be as creative as you like.

If you have any questions on the application process or have a disability or health condition that impacts your ability to complete this application or interview then please email jobs@uptree.co. You will know what works best for you, and on reaching out we will together understand what is suitable.

Uptree welcomes and encourages applications from people of all backgrounds, including LGBTQ and non-binary candidates. Uptree particularly welcomes applications from Disabled, Black, Asian or Minority Ethnic candidates, as these people are currently under-represented throughout Early Careers, and Annabel and her team are committed to improving employment opportunities for these individuals. Uptree is proud to be an Equal Employment Opportunity and Affirmative Action employer.

Please note, all Uptree staff are required to have an enhanced DBS check as part of their role, given the nature of our business. Any information given will be treated in the strictest confidence. Suitable applicants will not be refused posts because of offenses which are not relevant to, and do not place them at or make them a risk in, the role to which they are applying.