

Partnerships Manager

IQ Education

IQ Education provides education services to schools, colleges and universities worldwide. They enable UK education institutions to recruit internationally, attract investment and develop global brands. Recently IQ Education has acquired two schools in the UK: Adcote School in Shrewsbury in 2016 and Myddelton College in Denbigh in 2015. Both of these schools are highly aspirational and looking to improve their academic prospects.

IQ Education has recently entered into a joint venture to run revision courses and other, more innovative programmes in their schools during the school holidays, which will be advertised to external students. The courses provide intensive, small-group tuition to boost confidence, optimise revision time and improve exam grades. Tuition is delivered by experienced teachers, chief examiners and Oxbridge graduates. In the future, this product line may be increased to critical thinking, university preparation and research programmes.

We are looking for a Partnership Manager who is excited to join a small team working on a big goal. The role involves accelerating our global expansion, establishing new partnerships and optimising their success. Relationship management, communication, sales and marketing, and an ability to translate customer insights into partnership activities form the desired skill set for this role.

Responsibilities:

- Build & manage relationships with diverse stakeholders. Navigate complex discussions with empathy and confidence.
- Liaise with a wide array of education agents from all over the world to set up new partnerships to advertise the programme and schools. Occasional travel may be required to target destinations such as UK, US, Germany, China, Poland, Russia, Mexico, Thailand.
- Develop deep insights on how to optimize partnership success by testing new ideas, measuring results, and collaborating closely with other partnership managers.
- Create a compelling social media campaign and an effective digital marketing strategy through Google ads, Facebook ads and other mediums.
- Pitch programmes to interested parents and students; close sales over the phone and in person.
- Strategic and practical input to ensure high quality programme delivery, including managing tutors, timetabling and results analysis.

Qualifications:

- Outstanding communication skills. Ability to communicate concisely and persuasively in multiple format, including email, written documents, digital presentations, and verbal conversations.
- Highly analytical with strong problem-solving skills. Comfortable analysing qualitative customer insights and adjusting partnership plans and product feedback accordingly.
- A university graduate, who is passionate about education and understands what it takes to achieve exceptional grades.

- Exceptional project management & organizational skills with strong attention to detail.

Benefits

- Highly competitive compensation salaries.
- The opportunity to work on high-impact content that improves students' lives and to pioneer more innovative programmes that could potentially shape the future of education.
- A high-calibre team that trusts you and gives you ownership over the role.
- Opportunities for accelerated career progression through IQ's global education network.
- Flexibility. We are happy to discuss how the role can be moulded to suit the right individual's ambitions. There are opportunities to combine the role with a teaching role in Adcote or Myddelton College schools, or more entrepreneurial pursuits.

To Apply

If you are interested in the role and would like to discuss it in more detail, please send us an email at Kieran@leadingeducation.co.uk.