

Role: Corporate Partnerships Director
Fixed term contract, 9 months (maternity cover)

Team: Higher Education

Package: Pension, Unlimited leave, Flexible working

Location: London based

Salary: £65K+ Depending on experience, plus significant bonus potential

Job description

This is a fantastic opportunity for an experienced business development professional to lead the business-to-business sales strategy for a wholly new higher education venture at an award-winning company.

Since inception in 2017, Corndel has broken new ground in developing people through vocational learning. Corndel works with some of the UK's largest and most high-profile businesses, delivering a range of government funded and commercial development programmes, including Leadership and Management, Project Management, Data Analytics, DevOps, and Software Development.

Now, Corndel is seeking to disrupt higher education with its unique approach to delivering exceptional quality education.

As the Corporate Partnerships Director, you will be responsible for the growth of the Corndel Institute's Degree Apprenticeships offering by leading the execution of the business-to-business sales strategy.

You will be work in partnership with Corndel's existing sales teams, securing the Institute's first customers, building processes and practices from the ground up to launch the business, deliver growth and exceed targets.

You will work in a matrix structure, leading the sales of Corndel Institute Degree Apprenticeships while embedded with the existing Corndel Business Development function to bring the offer to new and existing Corndel clients and ensure streamlined account management.

Responsibilities:

Reporting to the Corndel Institute's Director of New Markets, and dotted-line reporting to the Chief Revenue Officer, you will:

- Implement the sales strategy to bring Degree Apprenticeships to market, ready for March 2023
- Support Corndel's Account Management Team and New client Acquisition teams to sell degree apprenticeships
- Work towards challenging sales targets

- Work in a research and consultative framework to understand our target customers' strategic objectives and how levy-funded programmes can align to form part of a solution
- Working closely with the Corndel Institute's marketing team to organise and manage targeted campaigns
- Manage strategic relationships with our most important customers, supporting them to implement degree apprenticeships
- Engaging senior decision-makers in customer businesses through a consultative approach
- Collaborating with the Corndel Business Development team (including Account Management and New Client Acquisition) to bring Degree Apprenticeships to new and existing Corndel clients and ensure we deliver exceptional customer service to the client and learner
- Developing Corndel Institute processes, ensuring that new accounts and learner cohorts are mobilised effectively and supporting team members to operationalise these processes
- Creating and delivering presentations and proposals
- Organising and managing promotional communications for Corndel's products and training the wider business development team to use these effectively
- Leading tenders when required
- Managing relationships with operational teams to ensure we deliver exceptional training

We are looking for a highly motivated individual who can demonstrate:

- A consistent track-record of high performance in B2B business development
- High levels of ownership and accountability
- An ability to proactively identify and solve problems
- Experience of engaging senior decision-makers at large businesses to achieve growth
- Experience thriving in a matrix structure to deliver high performance and strategic objectives
- Exceptional relationship management skills
- Strong commercial awareness and understanding of different business environments and priorities
- Success from coaching and mentoring others in a target-driven environment
- A history of collaboration to achieve success
- Leadership and influencing skills to achieve their objectives
- Strong communication skills
- High levels of organisation
- Good written skills
- Drive to be a high performer in a sales environment

Corndel is committed to building a brilliant team that is inclusive in its culture, and values diversity so that we can best serve the needs of the learners and clients that we support. We strive for equality of opportunity in all that we do and actively encourage applicants from all groups and backgrounds to apply for this role.

About Corndel:

We deliver transformative professional learning for leading UK businesses, focused around the core corporate competencies which provide strategic advantage.

We currently deliver seven professional development programmes: Data Analytics, Leadership and Management, Project Management, Fundraising, DevOps Engineering and Software Development.

We have grown by targeting some of the UK's largest employers and delivering scaled programmes across their management and professional workforce.

Our clients include ASDA, Credit Suisse, Legal and General, Marks and Spencer, AIG, Joules, Kier Group, Royal Mail, G4S, Wates, Macmillan Cancer Support and the NSPCC. We are targeting some of the largest businesses in the UK, including major players in financial services and technology.

We have differentiated from the market by a quality offer focussed on professional coaching and original content. We offer the most competitive salaries in the wider apprenticeship industry and the opportunity to be part of an exciting and ambitious high-growth business.

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