

Role: Partnerships Manager
Team: Corndel Institute
Package: Pension, Unlimited leave, Flexible working
Location: London based
Salary: £35,000 - £40,000 + commission

Job description

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.

Corndel is now seeking to disrupt the higher education sector, with our unique approach to delivering exceptional quality education.

You will be joining a small team who will be responsible for creating and growing the Corndel Institute. You will be supporting the Corporate Partnerships Director with securing the Institute's first customers, delivering growth and exceeding targets. You will also be working closely with Corndel's Account Management Team and New Client Acquisition to support degree apprenticeship sales.

Responsibilities include:

- Supporting the growth and development of degree apprenticeships for the Corndel Institute
- Supporting the Account Management and NCA teams to place learners on to our degree apprenticeships
- Supporting the mobilisation of our first group of learners in March 2023
- Working with Corndel Institute's marketing team, helping organise and manage promotional communications
- Creating presentations and proposals
- Contributing to tenders when required

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

- Exceptional relationship management skills
- Excellent attention to detail
- A track record of delivering customer service, ideally in a business-to-business environment
- Strong project management skills and ability to multi-task
- Strong communication skills
- High levels of organisation
- Good written skills
- Excellent Microsoft Office 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 six professional development programmes: Data Analytics, Leadership and Management, Project Management, DevOps Engineering and Software Development. These are fully funded through the Apprenticeship Levy, a training tax that UK businesses have been paying since 2017

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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