

## **Partnerships Manager**

### **Women's Engineering Society**

£40,185.28 per year, non-negotiable

Permanent, Full-time flexible hours – remote working

The Women's Engineering Society (WES) is a charitable company founded in 1919. We are the oldest professional network of women engineers in the world and the largest in the UK. Our vision is of an engineering industry that employs the diversity of the society it serves to solve the biggest societal issues of our time. Our mission is to support women in engineering to fulfil their potential and support the engineering industry to be inclusive.

We are looking for a full time Partnerships Manager to manage our growing pool of partners in the UK including, Engineering organisations from small start-ups to universities, SMEs to Blue Chip FTSE 100 companies want to partner with WES to support women in engineering and meet other partners.

The ideal candidate will have experience of account management and sales, preferably in a not-for-profit organisation. They will be a self-starter and be keen to provide new initiatives to help engineering organisations achieve their diversity goals. The focus will be to manage the existing Partner relationships, supporting clients to utilise their partnership inclusions, such as memberships and job credits. The role will also include generating new leads to encourage new partners to join WES and sponsors for national events.

#### **Principal Accountabilities:**

- Work with Partnerships Engagement Officer to create, develop, support, and manage engagement with all WES Partners.
- Be the primary point of contact for partners and sponsors ensuring relationships are proactively managed, including catch up calls with partners and email correspondence.
- Develop and deliver an partners strategy identifying opportunities for growth from both new and existing partnerships aligned with WES' vision and mission.
- Source and manage sponsorship for WES' events and initiatives, including International Women in Engineering Day (INWED), Student and Annual Conferences, Lottie Tour.
- Promptly following up on enquiries from prospective partners, inputting and updating the CRM system (Sales Force).
- Host Partner networking sessions which will include running best practice webinars.
- Work collaboratively with colleagues to achieve tasks and project goals, ensuring partnerships align with our Charity values and policies.
- Report monthly to the CEO and quarterly to the Board.
- Work closely with the Marketing department to provide partner content for the monthly Partner Update newsletter and quarterly Journal
- Conduct outreach and generate new leads, to source new partners.
- Attend exhibitions and events as WES' representative to source new partners.
- Attend meetings of the partners Directors' Committee and the Board as required.
- Line management and development of the Partnerships Engagement Officer, creating a high performing culture to ensure the successful delivery of team objectives.

WES partners are integral to the second focus area of the WES strategy: Supporting businesses and institutions to attract and retain women in engineering. Successful partnership engagement means partners are more likely to renew and increase their support of women in engineering.

You will be joining a small but dynamic and enthusiastic team who are passionate about supporting women in engineering. If this excites you, then we'd love to hear from you.

**Essential criteria:**

- You will have solid experience of managing complex partnerships and demonstrate key elements required to succeed in this role.
- A growth mindset to drive forward progress with vision, energy, creativity, and proactivity.
- Demonstrate strong communication, organisational and relationship building skills
- Experience of effective leadership and line management.
- Experience in managing growth opportunities/sales pipeline, with solid results.
- Ability to work under pressure and juggle priorities in a fast-paced environment.
- A 'can-do' and flexible approach with the ability to adapt to changing priorities.
- A strong commitment to the principle of equality, diversity and inclusion.
- Experience of working within a team and dealing with competing priorities.

The successful candidate will be a team player, a self-starter able to work alone without supervision and a strategic thinker.

The WES team comes from across the UK and works flexibly. The successful candidate will be able to work remotely, with a requirement to attend monthly team meetings in person at the office based in London, some travel may be required to support specific activities but this would be at the line manager's discretion..

We are an equal opportunity employer and consider all qualified applicants equally without regard to age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, or sexual orientation.

**Benefits:**

- 5% Company pension
- 25 days' annual leave
- Flexible schedule
- Work from home
- Paid sick pay

If you would like to be considered for this role, please send your CV and a covering letter to [recruitment@wes.org.uk](mailto:recruitment@wes.org.uk)

**Application Deadline: 02/09/2024**

**Interviews to be held week commencing 09/09/2024**

**No Agencies Please.**