

Job Title: Partnership Manager
Location: Home Based with regular travel to Wales
Salary: circa. £41,000 per annum

Reporting to the Head of UK Sales, the Partnership Manager is an essential member of the sales and retention team, focusing on providing unrivalled support to all our centre staff in Wales using a sound understanding of education and skill system in Wales, including policy, funding and inspection frameworks. In parallel you will also be challenged to support and facilitate organic centre growth while securing new centres in order to meet impressive sales targets.

Vocational Training Charitable Trust (VTCT) is a specialist awarding organisation (AO) and current market leader in the Hair and Beauty sectors. Launched in 1962, it offers vocational and technical qualifications, including apprenticeships, in a range of service sectors.

As a market leader in the creative industries, VTCT has a strong commitment to its core charitable objective: the advancement of education in the UK and internationally for over 100,000 learners and apprentices.

Our core values are:



Benefits:

- 26 days annual leave, rising to 27 after 2 years. With an extra day for your birthday
- Life assurance 4* salary
- Company Car
- Enhanced sick pay benefits
- Retail discount offers
- Cycle to work scheme
- Employee assistance programme
- Wellbeing initiatives and support
- A vibrant array of social opportunities
- Healthcare services worth up to £1,400 and access to 24/7 GP services

- Wide array of training and development opportunities.

Principal Responsibilities include:

- To be the lead ambassador for ITEC and VTCT in Wales, building long-term and authentic relationships with key decision makers across the education and skills sector, including colleges, independent training providers and other key stakeholders.
- To increase the number of new students within your allocated accounts by developing and growing the provision they offer.
- To develop our collective understanding across the business of Welsh funding, policy and inspection frameworks, including an understanding of the national inspection arrangements and framework for further education and work-based learning.
- To collaborate with college leaders and managers to identify and pursue opportunities, including supporting Welsh language initiatives and objectives.
- To develop and maintain a calendar of activities in Wales, including an annual Welsh conference, employer-led focus groups, support meetings, CPD events, competitions and learner-focused events.
- Identify any potential risks with existing accounts and collaborate with relevant internal teams to avoid/mitigate such risk.

The successful candidate will:

- 3-4 years minimum of teaching and managing curricula within an FE College or Private Training Provider
- 3-4 years minimum of assessing or quality assuring learner achievement on vocational qualifications
- Vocational qualification(s) at Level 3 or higher (in one or more of the core disciplines – hairdressing, barbering, beauty therapy, theatrical and media make-up, nail services, complementary therapies, sports massage, health and fitness)
- Teaching or training qualification at level 3 or higher
- Substantial knowledge and a successful track record of FE or Private Training Provider curriculum planning procedures and methods which maximise funding opportunities
- Fantastic communication skills in order to support and motivate customers to grow
- Full, clean driving licence to facilitate travel between centres.

Desirable Skills include:

- Welsh language skills
- Experience with business to business consultative selling
- Experience identifying opportunities in terms of training providers, methods of delivery and products

Please submit your CV and a covering letter (optional) to recruitment@vtct.org.uk to start the application process.

Once you have applied will we get in touch after the shortlisting process has closed to let you know if you have been selected for an interview. If you are not contacted after this time you should assume you were not successful this time; we cannot give feedback on this due to the volume of applications.

Application closing date: 18th April 2022

Interview dates: WC 25th April 2022

Final stage interview: 5th May 2022

We reserve the right to close this advertisement early if we receive a high volume of suitable applications.

The group of VTCT companies includes: the charity VTCT through which main Board business and governance is transacted; and EMS Ltd, t/a ITEC, a wholly owned trading subsidiary of VTCT.