

Role Title	Sales and Partnership Officer
Location	Based at the MyBnk offices, 5-15 Cromer Street, London, WC1H 8LS
Salary	£25,000 - £27,000 pa plus benefits package and training budget
Commitment	Full-time, one year contract with the possibility of a permanent contract
Closing Date	TBC

Duties and responsibilities

Together with our Partnership Manager you will be responsible for the booking and sales of our finance and enterprise education programmes to schools, colleges, local authorities, youth organisation and educational networks.

This includes:

- Building and maintaining relationships with individual schools, colleges, local authorities and youth organisations.
- Market the MyBnk programmes to these intermediaries, using sales techniques but also mass-market tools to reach a growing number of organisations. Find new and creative ways to market our programmes.
- Confirming bookings and closing deals with the above intermediaries.
- Building MyBnk's profile within the education sector.
- Input into the ongoing development of our marketing and sales strategy.
- Feed into establishing our internal policies and processes relating to our work with schools and intermediaries.
- The COO, Education Logistics Manager, Partnership Manager and Sales and Partnership Officer together form the Facilitation team and are responsible for the process that enables the Education Officers and Freelancer Trainers to work to capacity and MyBnk to reach its delivery targets.

Person Specification

We are looking for a driven sales person who can work towards targets. You must have a genuine interest in social change, education and the empowerment of young people.

You must:

- Have a minimum of one year of relevant sales experience, ideally in the schools, colleges, local authority market or similar environment.
- Have a proven track-record of success in selling, achieving targets, generating new business and closing deals.

Sales and Partnership Officer

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- Be educated to degree level, or have an equivalent level of professional experience.
- Have excellent personal skills and the ability to build and maintain relationships.
- Possess the ability to communicate clearly and in a manner that appeals to a range of audiences.
- Possess strong IT skills. Familiarity with the Salesforce CRM is desirable.
- Be creative and able to think on your feet.
- Have the ability to prioritise, multi-task and work to deadlines.
- Have a fluent command of English.
- Have the right to live and work in the UK.

About MyBnk

The charity MyBnk is the UK's leading designer and deliverer of financial and enterprise education programmes for young people.

Our experts bring a range of workshops covering topics such as budgeting, tax, debt intervention, university finance and social enterprise to 11-25 year olds in schools and youth organisations.

We have helped over 160,000 young people manage their money and start their own business with 760 partner organisations. MyBnk also designs projects and training programmes for other organisations. We are recent winners of The Guardian Charity Award, Children & Young People Now Leaving Care Award and the Centre for Social Justice's Poverty Prevention Award. Our projects are proven and evaluated by the national Money Advice Service.

Employer Benefits

MyBnk have a number of benefits for our employees including:

- 25 days per year annual leave (plus bank holidays)
- Matched contribution pension scheme (we match up to 4% of your salary)
- Income protection insurance
- Death in service insurance
- Childcare voucher scheme
- Cycle to work scheme
- Annual training allowance
- Enhanced maternity, paternity and adoption leave and pay
- Flexible working policy
- Season ticket loans

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MyBnk Values in Tweets

#YouthAtTheHeart of @MyBnk, why do we do it? – It's all about the young people #obvs.

#Impact @MyBnk, always delivering the best possible outcomes for young people #quality.

#LaughAsYouLearn @MyBnk bringing money & enterprise to life for young people, staying fresh, focused and fun.

#Driven @MyBnk, being relentless in the pursuit of our mission #pacesetting.

#StraightUp @MyBnk, telling it how it really is – helping young people make informed decisions.

Application Process

Please send a CV and a covering letter to jobs@mybnk.org. Please include details of any restrictions on your availability for interview.

Any Questions?

If you have any questions about this role please contact Mette on 020 3581 9920 or email mette@mybnk.org.