

HEAD OF HIGHER EDUCATION PARTNERSHIPS

JOB DESCRIPTION

Department:	Partner Sales
Reports to:	Director of Partner Sales
Direct Reports:	Higher Education Sales Team
Location:	Home based

ROLE OVERVIEW

An opportunity has become available to lead CMI's Head of Higher Education Partnerships team. We are looking for a great manager who can lead and inspire an experienced sales team, to deliver on the ambition of CMI within the Higher Education Sector. The ideal candidate will need to have experience of selling to, or in-depth knowledge of the Higher Education sector as well as a minimum of 5 years management experience.

ROLE PURPOSE

- To lead the acquisition, growth and account management of HE Partnerships with responsibility to achieve and exceed the overall HE sales targets within the UK for CMI
- To drive sales through all channels (Dual accreditation, Apprenticeships, Employability, International (through UK partners only), Staff Development and Devolved Chartered Manager)
- To deploy strategic planning across the team of relationship managers, enabling effective business development reporting to the business
- To lead the HE Relationship Manager Team by supporting the team through ongoing training, personal development and leading our value proposition with the team.
- Effective cross-functional coordination within CMI; and effective, collaborative execution of those plans
- To maximise CMI's position as market-leader in providing support for HE students' employability skills and management and leadership capability within the region through our value proposition
- To proactively support CMI's strategy to convert students into paid membership and Chartered Manager status
- To deliver personal and team objectives in line with the wider aims and objectives of the department, directorate and CMI
- To be a credible ambassador for CMI within the HE sector, role modelling CMI values and its professional code of conduct.
- To fulfil the key responsibilities of the job role in a professional manner adapting to changing circumstances and prioritising accordingly.
- To ensure the team are fully using Salesforce for pipeline management and approvals workflows

KEY RESPONSIBILITIES & OBJECTIVES

- To meet and exceed overall HE Team revenue targets / KPIs in line with the wider aims and objectives of the directorate and CMI.
- To develop, manage and monitor a regional development plan, enabling significant growth in invoiced sales and customer satisfaction to achieve KPI's
- To define, manage and monitor personal development for all team members
- To embed best practice across the team and further build an ethos of sharing across directorate
- Support Director of Partner Development on other projects aligned the HE department as required
- To lead/play a pivotal role in projects which further enhance CMI's brand credibility within the HE sector(e.g. Partner Conference and other events hosted by CMI)
- To build relationships across VCs and Deans within the HE Sector
- To ensure that lean principles are built into all planning and objectives.
- To work collaboratively with peers and internal and external customers.
- To comply with internal and statutory procedures relating to finance, IT, the environment, equipment and health and safety.
- To manage and maintain CMI data systems (Salesforce) to ensure accurate and relevant data is available.
- To ensure that people are managed, trained, motivated and developed to achieve optimum performance.

The CMI approach is to work collaboratively and flexibly and you may be required to take on additional responsibilities as and when required to support the business

It is your responsibility to ensure that your own professional development and knowledge of CMI products and services are fully up-to-date at all times and you should optimise all CMI resources available to you as well as make your line manager aware of any training required to enable this.

CMI is an equal opportunities employer. You should be committed to ensuring that within the framework of the law, that our workplaces are free from unlawful or unfair discrimination as defined by the Equality Act 2010.

Name.....

Signed.....

Date.....