

Bloody Good Employers Partnerships Manager

Details

- Working hours: **4 days (28 hours) per week** - one of these days must be a Tuesday.
- Location: **Remote with travel to London** minimum once every 4 - 6 weeks but more may be required. Living within easy access to a major city is beneficial for networking purposes. Travel deemed required can be expensed in line with our expenses policy.
- Salary: full time salary of **£38,000 - £44,000** depending on experience, pro rata'd to a 4 day week

Join us for a drop-in session and Q&A to learn more about this position on Wednesday 15th January 2025 at 1pm. Register [here](#).

About Bloody Good Employers

Bloody Good Employers (BGE) is an award winning social enterprise that's revolutionising the way people think about menstrual and gender equity in the workplace. We're 3 years old and within that time have helped over 60 UK employers improve their support around menstrual health. The employers we work with vary across sizes and sectors from the likes of CoppaFeel!, Network Rail, The British Red Cross and Leeds Building Society. Through the sale and delivery of our accreditation programme, workshops and consultative offerings we make profit and donate it all to parent charity Bloody Good Period.

Bloody Good Period (BGP) is a charity which provides period products to those who can't afford them, and menstrual education to those less likely to be able to access it. We believe that nobody should be at a disadvantage because they menstruate.

Context

We've had some bloody brilliant success in the last three years; worked with over 60 employers, reached 70,000+ employees, won awards and been able to donate profit to Bloody Good Period each year. We've proven our concept, had a strong impact and now it's time for us to scale. Having recently secured additional funding, we're ready to press the "go" button on our growth plans and hiring a Partnerships Manager is a significant part of this plan.

The Bloody Good Employers team is made up of two staff members and a team of freelancers who provide administrative support and deliver our offerings to our customers. We are part of the wider Bloody Good Period team, bringing our total headcount to nine staff members and a team of freelancers. Routinely, this position will work closest with BGE's Programme Manager, Director, Administrator and the Communications team but will have plenty of interaction with the full team via our internal comms channels and our team meetings every 4 - 6 weeks. We also have an office in Finsbury Park, London where many team members work every Tuesday (this is optional). Currently, all partnerships and sales responsibility sits with BGE's Director and therefore the Partnerships Manager is a new position and a significant step in strengthening the skill and capacity within our team.

The Partnerships Manager Role

Will involve:

- Managing the sales pipeline, process and responsibility for hitting sales targets
- Selling through; networking, cold approaches, optimising customer-facing comms and journeys, presenting at and attending events, converting existing leads and contacts into sales (there's real space to use alternative methods you've tried before or experiment with new ones too!)
- Owning and managing commercial partnerships with other organisations including period product companies
- Working in close collaboration with the communications team to write engaging sales copy including emails, sales materials, and content for websites and social media
- Creating engaging and clear proposals to share with customers outlining our offering
- Keeping the CRM and tracking spreadsheets up to date and optimising where needed
- Working with administrative support to raise and manage sales admin such as contracts and invoices
- Working with the Programme Manager to ensure smooth handovers from the sales journey to the delivery journey and pursuing upsell opportunities
- Adhering to data protection policy and GDPR requirements as part of contact data management
- Identifying and supporting with alternative sales approaches such as bidding for tenders

Person Specification

Essential

- Experienced and confident selling B2B and meeting sales targets (previous experience could include working in e.g. sales, partnerships, account management or recruitment)
- A confident communicator, presenter and networker both online and in person
- An ability to write clear and engaging sales copy, including emails, sales materials, proposals and content for websites and social media
- Confident managing a sales pipeline and the back end processes including CRM and spreadsheets for tracking
- Comfortable with admin and strong organisation skills such as diary management and managing contracts and invoices
- Working knowledge and experience of adhering to data protection and GDPR requirements
- Comfortable working within a small organisation / start-up / team
- Demonstrably passionate about periods, menstrual health, gender equity, workplace inclusion, broader inclusion and / or Social Enterprise

Desirable

- Previous experience selling to / a network of HR and / or Equity, Diversity and Inclusion professionals
- An understanding of Equity, Diversity and Inclusion with hands on experience of accreditations and / or related initiatives
- Good Data Analysis skills (spreadsheets!)
- Understanding of programme delivery / have worked alongside or within the full sales/delivery lifecycle
- Knowledge of CSR / ESG and corporate procurement processes

We strongly encourage applications from Black and People of Colour, and from those who have lived experience of the issues on which we work, namely period poverty, and/or gender marginalisation. While the successful candidate will be selected purely on merit, in the event of a tie between two candidates with equal suitability, we may select a candidate with lived experience of the issues we are seeking to address through our work.

Applicants must have the right to work in the UK and unfortunately at this time we are unable to offer sponsorship.

How to apply

Please complete [this form](#) by 6pm Sunday 26th January. In the form you will be asked to provide:

- Your CV

- An answer to the following questions:
 - What services or products have you sold?
 - What's the range of value of your sales? (i.e. how much do they cost to the customer?)
 - What sales targets have you worked to?
 - What clients have you sold to (you can either provide names if appropriate or examples of industries, sizes / headcount)?
 - How have you demonstrated a passion for periods, menstrual health, gender equity, inclusion and / or Social Enterprise?

- A link to a video of you pitching Bloody Good Employers to a potential employer (3 mins max)

You can use the following resources to help you (but don't feel limited to these!)

- [Bloody Good Employers Research Report](#)
- [The State of Period Equity in the UK Report by In Kind Direct](#)
- [Bloody Good Employers website](#)

You can either upload a Google Drive, Dropbox or Youtube link for your video - please avoid mechanisms that have a time limit (such as We Transfer). If you are using Youtube then make sure your video is uploaded as "unlisted" (meaning only those with the link can view it).

If you have any questions, require any adjustments or the above method is inaccessible for you, please contact employers@bloodygoodperiod.com with the subject - "Partnerships Manager position" so we can answer your queries or make alternative arrangements. The organisation is closed for Festive Period from 24th Dec - 1st Jan so we will not be able to respond to your email during this time.

What happens next?

- We expect to let you know the outcome of your application by 31st Jan - in the event that you are not invited to interview, due to the very limited capacity of our small team we will be unable to provide detailed feedback on your application
- First stage interviews (online) are expected to take place w/c 3rd Feb
- Second stage interviews (F2F in London) are expected to take place Tuesday 18th Feb
- If needed, we will consider a third stage interview

Timings are subject to change depending on both your availability and the availability of the team. We can be flexible if needed and will ensure clear communication throughout the process.

Specific detail about the content and format of interviews will be shared with those who are shortlisted prior to the interview.
