

Partnership Executive - Midlands

Reports to: Regional Sales Manager (Paul Leahy)

Location: Remote within the Midlands

Contract: Permanent

Salary: £35,000 - £40,000 GBP base (dependent on experience) + uncapped commission

Overview

Do you want to join one of the fastest-growing AI scale-ups in the world?

We are looking for an outstanding Partnership Executive to join our rapidly growing sales team.

The Partnership Executive will be a key point of contact between CENTURY and our prospective schools; managing lead generation, touch points and pilots. You will learn and develop key skills with the support of a Sales Manager so you are confident in identifying business opportunities, finding possible prospects, researching and analysing sales options and closing deals.

Managing and supporting successful pilots is a key component of our school acquisition strategy. The Partnership Executive will be the key contact with the pilot school, overseeing user onboarding, training and support. We strive towards ensuring all schools receive a premium experience using our technology. This will involve delivering the agreed structure of the pilot, highlighting data through usage reports and supporting the Sales Manager in closing the deal upon completion of the pilot.

About CENTURY

At CENTURY Tech, we use AI, neuroscience and learning science to create the world's most advanced learning technologies. Our tools personalise learning to every student and empower teachers and organisations with rich data insights. We work with leading schools, Ministries of Education, universities and companies across the world.

Founded by entrepreneur Priya Lakhani OBE in 2013, CENTURY is a close-knit team of over 80 people united by a mission to use technology to improve the world. We're powered by a strong start-up culture and backed by long-term investors aligned with our goals.

Our team has been selected as a World Economic Forum Technology Pioneer and has won the

MIT Solve award, CogX Innovation Award, EdTechXGlobal Award, GESS Award, AI Award and many more. We've also been named Economic Innovator of the Year by the Spectator and were recognised by UNESCO through its ICT in Education Prize.

The Role

The Partnership Executive will strive to maintain excellent working relationships with existing customers and gain repeat business. This role is responsible for driving new business from our current customer base and pipeline. You will be expected to work closely with other departments to ensure a seamless experience for our schools, ensuring realistic expectations from the outset.

Responsibilities will include but not be limited to:

School Relationship Management

- Development of deep and collaborative relationships with prospective schools for successful pilot delivery, support of the sales process and referrals
- Inform and collaborate with Customer Success Team for school product launch and roll-out
- Growth of regional education network and supporting Sales Managers with participation in relevant topical thought-leadership forums
- Building of company brand in partnership with schools through summits, case studies and collaborative networks
- Support Sales Managers deliver virtual/in-person events throughout the academic year in order to raise brand awareness

School Acquisition (Sales)

- Management and delivery of the end-to-end school pilot process, including onboarding, training, data reporting, relationship management and maintaining agreed pilot conversion rate
- Support of the end-to-end sales process, including CRM management, warm lead generation, event lead generation and engagement with target schools
- Delivery of product demonstration to multiple stakeholders, including senior leaders and executives
- Attend educational conferences and events in the UK to demonstrate CENTURY to prospective customers
- Support Sales Managers in prospective school sales meetings and pitch presentations with qualified prospects
- Achieve agreed sales targets and provide regular reports to Sales Manager

- To undertake any other duties as requested by the Sales Manager in accordance with the scope and responsibilities of the role

Desired skills, knowledge & experience:

For the role you need to be highly tenacious, driven and possess the following:

- Excellent verbal, written communication, and presentation skills
- Wider knowledge and a personal interest in technology and education
- Be target driven and capable of hitting KPI's and activity levels
- Experience selling EdTech is highly desirable
- Experience in building strong, collaborative customer relationships
- Able to qualify sales opportunities and generate quality leads
- Demonstrated business communication and written skills
- Exceptional organisation required for CRM management (HubSpot)
- Classroom experience is desirable but not essential
- The successful candidate will have the right to work in the UK

How to apply

To apply for this role please send a CV and covering letter to thomas.thacker@century.tech with a subject line "**Partnership Executive**".

What we're offering

As well as a competitive salary and uncapped commission, we also offer:

- 25 days holiday (ability to roll over 5 days) + bank holidays
- Additional day off on your birthday & we usually close between Christmas and New Year
- Comprehensive health insurance with Vitality (includes ~40% discount on gym membership)
- Hybrid working with some teams working fully remote
- Ability to work in a fantastic Central London office
- Ongoing training and personal development
- Enhanced parental leave
- Regular company social events (in person and online)

CENTURY Tech is committed to [safeguarding](#) and promoting the welfare of children and vulnerable adults and expects all staff to share this commitment. All successful applicants will be requested to undertake an Enhanced Disclosure and Barring Service check and provide two



references. Details of our recruitment process can be found on our website:
century.tech/safer-recruitment-policy