

CENTURY Tech

Junior Partnership Executive

Unlock the UK's tutoring market

Reports to: Sales Director

Location: London – hybrid (Central London office + work from home)

Contract: Permanent, full-time

Salary: £30,000 base + uncapped commission (OTE c. £40,000)

The opportunity

There are thousands of private tutors and small tutoring centres across the UK who have never heard of CENTURY. That is not a problem, it is your patch to unlock.

We are looking for a hungry salesperson who wants to own a genuinely untapped market, build a pipeline from scratch, and see their effort turn directly into results and reward. Every centre you win means more students getting personalised, AI-powered learning that changes their outcomes, so your targets actually mean something.

You will not be handed a script and left in a corner. You will join a close-knit, high-performing sales team who will back you, coach you, and give you a market to make your own from day one.

About CENTURY

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

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

Founded by entrepreneur Priya Lakhani OBE in 2013, CENTURY is a close-knit team of 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 Junior Partnership Executive will work closely within our Sales team to drive new business among small tutoring centres, an exciting, largely untapped market for CENTURY. You will be the first point of contact between CENTURY and prospective tutoring partners, generating leads, perfecting your pitch and booking the demonstrations that turn interest into deals.

This is a hands-on, targets-driven role for someone at the start of their sales career who wants ownership and the chance to grow fast.

Generating leads, booking and delivering demos

- Identify and target prospective tutoring centres across the UK, building your own pipeline from research and outreach
- Perfect a compelling pitch that conveys CENTURY's unique benefits to tutoring business owners and managers, over the phone and by email
- Acquire key information from prospects (student numbers, subjects, pain points, current tools) to qualify opportunities
- Organise and deliver product demonstrations with key decision-makers and guide prospective customers through the sales funnel
- Close deals based on quarterly and annual sales targets

Events and campaigns

- Work with the marketing and events team to recruit target-audience attendees to our virtual and in-person events
- Identify national and regional tutoring events to attend and exhibit at
- Drive registrations and conversions, and support promotion through social media, email campaigns and other outreach
- Support virtual and in-person events across all education sectors as part of a collaborative team effort

Building relationships

- Much of our success in the tutoring market comes through trust, referrals and word of mouth, so we're looking for someone who combines commercial drive with the ability to build genuine, long-term relationships.
- Track and manage your prospect pipeline diligently in our CRM (HubSpot)
- Become a known and trusted CENTURY representative within the UK tutoring community
- Achieve agreed activity levels and sales targets, and provide regular updates to the Sales Director

Who you are

This role is for a hungry, self-starting candidate who thrives in a fast-paced environment. You will bring:

- Drive and hunger – you see every prospective customer interaction as an opportunity to highlight the value CENTURY brings
- Strong verbal communication skills and natural enthusiasm

- A high level of emotional intelligence to read and navigate prospects' behaviour
- Excellent organisation and meticulous note-taking and pipeline tracking
- A genuine interest in technology and education (experience in EdTech or sales is a bonus, not a requirement)
- The right to work in the UK

This is an entry-level position, but CENTURY is committed to developing exceptional individuals.

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
- An additional day off on your birthday, and we usually close between Christmas and New Year
- Hybrid working, with a fantastic Central London office
- Ongoing training and personal development, with a clear progression path
- Enhanced parental leave
- Regular company social events (in person and online)

How to apply

To apply for this role, please complete the following form - [APPLY](#) - including:

- Up-to-date CV
- 2-3 minute video introducing yourself and explaining why you'd be a good fit for the role

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.