

Partnership Development Manager

Salary: £42,000.00 - £46,000.00 per annum (depending on experience)

12 month FTC - 35 hours per week

Hybrid Working – Home Based/Princes Risborough

We're Association for Project Management (APM). We're a professional membership organisation that sets the standards for the project profession. As a registered charity, we reinvest our surplus for the benefit of our members and the profession. We deliver education and develop qualifications. We conduct research and provide knowledge and resources. We run events and share best practice. We give people the opportunity to connect and provide community for our individual members and corporate partners, wherever they are. Above all, when doing so makes a difference, we challenge the status quo

This is an exciting time to join APM. The project profession is huge – In 2019 we estimated that 2.13 million full time equivalents were employed in the project management sector in the UK. Effective project delivery across the public, private and third sectors is more essential now than ever before in solving some of the most challenging problems facing society.

APM is undergoing significant change internally as it modernises its internal processes and technology. Externally, there are big opportunities for growth, and we are looking to reach new sectors as well as grow our presence internationally. Last year our membership grew by 18.9% and we closed the year having broken the 40,000 mark for individual members for the first time, ending the year with 44,241 members.

APM gained its Charter in 2017 and following a review of the standard last year we are looking to make ChPP (Chartered Project Professional) the global standard. It's already gaining traction within government departments, and we are seeing significant buy-in from a large number of our corporate partners.

We are now looking for a Partnership Development Manager to join our team to build effective relationships and engagement with APM corporate partners to increase their overall spend with APM. The successful candidate will have an extensive understanding of our customer needs and will be able to communicate APM products and services appropriately.

The role holder will act as an ambassador for APM and adopt a consultative sales approach.

The successful candidate will have strong sales and account management experience, and the individual must be confident in communicating with a broad range of internal and external stakeholders to an exceptionally high standard and building excellent relationships.

Whether you are looking for the next step in your career or are someone with several years' experience, and feel you would like to contribute to APM's success we would love to hear from you.

Qualifications

- Educated to degree level or equivalent (desirable)

Experience

- Sales and key account management experience
- New business development experience

Skills

- Excellent relationship management and customer service skills
- Excellent communication skills, both written and oral
- Good PC skills including Word, Excel, PowerPoint, and CRM tools
- Good questioning and listening skills

Why APM?

APM is chartered. We're the only chartered organisation representing the project profession, anywhere in the world. We know that better project delivery is about achieving your desired outcome. We believe that doing so is about so much more than process alone. We're champions of the new. There has never been a more important time for debate, so naturally we're at the heart and helm of that too. In a complex and shifting world, we're helping the project profession deliver better.

If you are interested in this opportunity and feel you have the necessary attributes, skills and expertise for the role, please send your CV and covering letter to e-mail: recruitment@apm.org.uk

We reserve the right to close the vacancy once we have received sufficient applications, so please be advised to submit your application as early as possible

Main benefits at APM:

- 25 days holiday (excluding all public holidays). This increases after four years' service.
- Private healthcare and dental cover is available after completion of six-month probationary period. APM pays the premium for the employee. This becomes a 'benefit in kind'.
- Pension scheme offered in line with auto enrolment with up to 8% contribution from APM.
- Company sick pay scheme.
- Life assurance at four times the salary.
- Salary sacrifice schemes – pension, cycle to work scheme, additional annual leave (up to 10 days).
- Free parking on site.
- Employee Assistance Programme.
- Performance Related Pay (PRP) scheme. The discretionary bonus will take account of individual performance as well as APM's overall financial performance.
- One paid volunteering day per year.
- Hybrid/flexible working options are available dependent on job role. However, there is a requirement to come into the office 4 days per month.