

ATOM LEARNING

Partnerships Manager

Atom Learning, one of the UK's fastest growing education technology startups, is hiring for a Partnerships Manager.

Atom Learning is an online learning platform that is making education fairer. We want to provide all children whatever their background and wherever they are in the world with an affordable, high-quality education. To achieve our goal, we are combining exceptional teacher-made content with machine learning to keep students on their optimal learning paths.

Atom Learning is growing rapidly with hundreds of schools in the UK and abroad using the platform and thousands of independent subscribers. We have partnered with one of the largest global publishing houses with distribution into thousands of schools in the UK and abroad; we are in talks with national governments to develop their digital learning strategies; and we're just getting started!

We are ranked one of the UK's top 100 startups by Startups100, are a finalist for the AI Award in the Lloyds Bank Business Awards, won the Best AI-based Solution for Education in the AI Breakthrough Awards, were a finalist in the Education Investor awards 2018 and Amazon Growing Business Awards 2018 as Young Company of the Year.

We are a growing team of 40 with plans to double in size over the next 18 months.

The role:

You will work directly with the growth team and founders to manage all sales and partnerships with schools. You will oversee the full customer journey from the initial contact with a school through to demonstrating the capabilities of Atom Learning and onboarding the school onto the platform. You will assist in designing the efficient processes that enable us to scale Atom Learning into schools across the UK and internationally, as well as track and evaluate KPIs.

You will have the opportunity to be involved in data driven marketing, working alongside the development and marketing teams to increase awareness of the Atom Learning products.

Responsibilities include:

- Building new relationships with schools and education companies;
- Demonstrating the platform's capabilities and on-boarding schools onto Atom Learning platform;
- Managing ongoing relationships with schools;
- Working with the product and technology teams to guide improvements to the platform;
- Developing new channels to continue to grow the business;
- Managing efficient and scalable sales and onboarding processes to accelerate the platform's growth while maintaining exceptional customer service.

Ideal candidate:

You have up to 5 years experience with a strong record of success in a business development/growth role, **or** are interested in business development/growth within the EdTech sector.

- 0-5 years experience in business development / growth roles.
- A strong work ethic and are highly ambitious;
- Excellent interpersonal and communication skills;
- An interest in education technology.

What we offer:

- 28 days holiday + bank holidays;
- Flexible/remote work;
- Competitive pay;
- Full auto-enrolment workplace pension;
- High degree of autonomy and exposure to the running of all business areas of a successful start up;
- The opportunity to become an integral member of a fast growing technology company; and

- Frequent team dinners and drinks.

Please email jake@atomlearning.co.uk with a CV and short cover letter in the body of the email. Please use 'Partnerships Manager: your name' as the heading.