



## **LEARNING PARTNERSHIP EXECUTIVE**

### **MEET TECH WILL SAVE US**

Technology Will Save Us is on a mission to spark the creative imagination of young people using hands-on technology.

We create award winning DIY kits and digital resources that help people make, play, code and invent using technology. We started in 2012, packing kits around our kitchen table, and have now sold over 40,000 kits in 87 countries. We've collaborated with Google and recently the BBC on the Micro:bit to reach 1M, 12 year olds in the UK. We're growing a community of parents, young people and educators bursting to make, play, code and invent even more with technology!

Our East London Mini factory houses a team of 22 parents, designers, sales people, financiers, marketing gurus, production specialist, educators, engineers, e-commerce experts, designers and developers. We're passionately building the most accessible and entertaining brand for the maker generation.

### **ABOUT YOU**

Technology Will Save Us is looking for passionate Learning Partnership Executive to join our expanding Sales and Marketing team. You'll have previous experience working with educational and learning organisations. You'll have a strong interest in STEM / STEAM subjects, empathy for the incredible work that educators and learning partners do, solid written communication skills, a tinkerer at heart. Finally but most importantly, you have a demonstrable passion for our mission to spark the creative imagination of millions of young people all over the world using hands on technology.

### **THE ROLE**

You'll hit the ground running and take ownership of nurturing and growing the relationships with our learning partners, taking time to understand their needs, suggesting DIY kits and content to meet their requirements and helping them achieve their learning objectives.

This role requires someone with a passion for the future of learning, empowering institutions and organisations to adopt hands-on technologies to further the learning of their students and members and inspiring a maker generation.

Charisma, strong written and verbal communication and the ability to manage a diverse range of partners are key to success in this role. We are all leaders in our business and an entrepreneurial approach to building our range of partners will take you far. You should be innovative and experimental with new uses and benefits of our existing product range, so if you are a maker yourself, even better.

You will be actively seeking new trends and themes within the education and learning-tech space sharing it internally and externally with our partners. You will attend conferences and lead the Technology Will Save Us presence at these events continue to help us be the most loved, supportive respected brand for the maker generation. This will be key for network building, business development and marketing to new prospective partners.

There are 3 principal areas of this role:

### **PARTNERSHIP MANAGEMENT**

- Manage and develop our existing diverse range of learning partners.
- Mentor and encourage these partners to continue to use Tech Will Save Us.
- Gather insights and feedback from partners who are delivering our content for the Product team.
- Support partners in implementation and facilitation of Tech Will Save Us resources and products.
- Build case studies of the experiences and benefits our existing partners have experienced.

### **BUILDING NEW PARTNERSHIPS**

- Prospect and pitch to new learning partners.
- Assist new partners with selecting the correct kits and content for their desired learning outcomes.
- Attend events, conferences and networking opportunities to meet potential new partners.
- Develop a strong network and maintain relationships to expand our range of partners.





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### **COMMUNICATIONS AND EVENTS**

- Lead our presence at relevant education and learning conferences
- Attend seminars, conferences and teach meets.
- Work with our marketing manager on regular communications with our partners celebrating successes and new partnerships
- Keeping our partnership community updated with product information and newly released content.
- Maintain a network of influencers and professionals in the field to endorse and recommend our kits and content.

### **TRAITS WE'D LOVE YOU TO HAVE**

- Clever, curious and passionate about technology and the future of learning.
- You thrive on ownership and can hit the ground running.
- Obsessive learner.

### **BENEFITS**

- Ownership - you will be part of the company's Stock Option plan (EMI Scheme)
- Working with an incredibly talented group of people fundamentally doing good work in the world and building an awesome company.
- Free healthy wellness lunches.
- Top of the range laptop.
- Personal development fund.
- Great office environment in awesome East London and unlimited usage of our maker space.
- Bottomless delicious coffee.

### **HOW TO APPLY**

To apply please e-mail a CV and cover letter to the attention of Bethany Koby, explaining how your experience meets the desired criteria and why you think you would be a great addition to our growing team!

Finally but most importantly, demonstrate your passion for our mission to spark the creative imagination of millions of young people all over the world using hands on technology.

