



Partnership Manager

Brightstar



www.brightstarboxing.co.uk



Welcome to Brightstar!

Brightstar are passionate about helping children and young people, young people are at the heart of everything we do. We are looking with someone with the same passion and values to join our team.

As part of our Alternative Provision Programme, you will contribute to the provision of a service to young people aged 11- 18 years old from a wide variety of backgrounds; supporting young people to remain in education, promote positive and health choices and reduce risks associated with anti- social behaviour and exploitation.

Our Alternative Provision Programme uses the sport of Boxing to inspire, engage and connect. At Brightstar we are dedicated to drive achievement and positive behaviour changes in every young person referred to us. Education does not have to be a linear path; our alternative education provisions aim to engage young people and show them there is always an available route to achieving.

If you share our **vision, values and want to make an incredible impact for our children and young people** then this is an incredible organisation for you to join.

Joe Lockley
Director



Our mission

To empower every young person towards and Brighter future. Fostering resilience, respect, and a lifelong commitment to bettering themselves and their community.

To be the guiding light that empowers the lives of young people from all backgrounds, illuminating pathways to success through boxing, education, and mentoring.



OUR VALUES

BELIEVE

We believe in the innate potential of every young person. We empower them to discover their strength and overcome challenges and ultimately shape their own futures.

BELONG

In our diverse community, everyone is welcome, respected and valued. We embrace differences and create a supportive environment where everyone can thrive.

BECOME

Our rounded approach to empowering young people ensures they are in the optimal position to chase their dreams and become the best possible version of themselves.

WANT TO MAKE A DIFFERENCE? YOU CAN AT BRIGHTSTAR.

Our mission is to empower every young person to thrive.



‘Coming to Brightstar has changed my life’.

73% Say they are able to manage their anger better.

75% Say they now feel more positive about their future

76% say Brightstar has improved their levels of self-confidence.

What do our staff say?

'I love working at Brightstar'.

'Brightstar feels like a family to me'.

'It's the most rewarding job in the world'.

'I feel like we are one team, supporting every child'.

'Being part of the amazing changes young people make is priceless'.

'I'm excited for the future at Brightstar'.



Job Title: Partnership Manager

Duration: Permanent

Salary: £28,000

Location: Brightstar Shifnal

Contracted hours: Full time 37 hours per week

Holiday: 21 days + statutory holidays

Main Responsibilities

Relationships and partners

- Use innovation to build and maintain strong, long-lasting relationships between Brightstar and key stakeholders.
- Use Brightstar CRM system to list and maintain these relationships.
- Partner with school and local authorities in all areas to understand their needs and objectives.
- Strengthen relationships with current partners and stakeholders to grow loyalty and further understand their goals and objectives.
- Analyse and improve partnership processes and workflow to maximize efficiency.
- Showcasing Brightstar values and programmes through public speaking
- Creating goals and expectations of collaboration with partners.

Strategy and alignment

- Own and hit/exceed annual/ termly targets as agreed by Directors .
- Design and implement strategic plans to reach weekly/monthly/termly/annual targets and growth objectives
- Conduct market research to identify emerging trends, needs, and competitive landscape.
- Implement sales automation tools and technologies as needed.
- Collaborate with the SMT to ensure sales initiatives support long-term growth.



Reporting and development

- Create reports and analysis on methods aligned to the performance and management of partnerships and referrals.
- Provide regular reports on sales performance to the SMT
- Use data to inform strategies and decision-making.
- Develop and maintain accurate reports and dashboards.
- Meet with SMT to assess organisation performance.
- Monitor and analyse data to identify trends and opportunities.

Culture and values

- Foster a culture of continuous learning and development.
- Always align communication, work, and leadership to Brightstar Values.
- Continually learn and have a strong understanding of trauma and methods of supporting young people who have been through trauma
- Lead and Motivate staff to improve customer service with schools, local authorities and wider partners.
- Identify and pursue new business opportunities, including new markets, products, and services.
- Reduce barriers to education, training and employment.

If you would like to discuss the role further, please contact
Jessica on 07932972547 or Sarah 07852202591

If you would like an application pack to apply, please email Julie
Lockley on julie.lockley@brightstarboxing.co.uk



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