



Shepherds Friendly is a modern mutual society, offering a variety of adult and children's financial products and services such as ISAs, savings plans, life insurance and income protection. Located in south Manchester in the heart of Cheadle village, the Society has been providing financial security to members for almost 200 years.

Guided by our values of working together, doing the right thing, and making a difference, we are committed to delivering a service which helps our members plan their finances and secure their family's future. In a world of financial complexity, we believe in the power of simplicity.

We are currently recruiting for a Senior Partnerships Executive within the Business Innovations department to join our team of talented individuals. In this role you will be responsible for:

- Owning, developing, and maximising the potential of existing strategic partnerships in line with business objectives and to deliver on partner expectations.
- Identifying, evaluating, and qualifying new strategic distribution partners that align with our business objectives.
- Working closely with the Projects team and across the wider business to coordinate the onboarding and launch of new partners.
- Travelling to meetings with key contacts and events as required, including overnight stays.
- Ensuring robust oversight and governance of existing partners, including documenting meeting minutes, and coordinating actions.
- Monitoring partner performance and prepare reports in a timely and accurate manner.
- Being the subject matter expert and technical referral point within the Society for partnerships that are assigned to this role, including carrying out training sessions with the relevant departments across the business.
- Demonstrating a strong understanding of the Society's distribution models including the technology used to deliver insurance products to the end-user.
- Undertaking research and demonstrate a strong understanding of the UK protection insurance market.
- Supporting the Head of Business Innovations with the development of the team's strategy.

We are looking for someone who has:

Essential:

- Experience in strategic account management, client services, business development or a partner facing role.
- Experience in the financial services sector.
- Successful track record of effectively implementing strategies & plans.
- Successful track record of building strong partner relationships.
- Effective communication and interpersonal skills, with the ability to build relationships and influence stakeholders at all levels.
- High degree of initiative and creative problem-solving skills
- Works independently to resolve technical queries.
- Calm and highly organised with the ability to work under pressure and effectively manage priorities..
- Confident presenter who is able to tailor communication style and explain technical information clearly..
- A proactive and enthusiastic attitude with a drive to achieve results.
- A willingness to learn and enthusiasm to develop technical insurance industry knowledge

Desirable:

- Data & analytical skills
- Holds a full UK Driving Licence
- Insurance industry experience
- Product management or marketing experience

Most importantly, we offer:

- Salary: c£30K
- 25 days annual leave plus bank holidays
- An extra day off for your birthday
- Pension Scheme – 8% employer contributions
- Access to wellbeing support services through Nuffield Health including access to 24/7 online GP, discounted gym membership and mental health support, plus an employee assistance programme, free eye tests and flu vaccinations.
- Company benefits including life insurance, healthcare cash plan, four paid well-being days, and various social and charitable events throughout the year including a volunteering day at a charity of your choice.
- Optional benefits including cycle to work scheme, holiday trading, season ticket loan, retail discounts, etc.

If you think this role would be a great fit for you, please submit your CV and cover letter now to careers@shepherdsfriendly.co.uk. For further information, please contact 0800526249.

Diversity and Inclusion

The Society strives to build and nurture an inclusive culture that encourages, supports and celebrates the diverse voices of our people to connect with our members and the communities we serve. We offer a range of family friendly, inclusive employment policies and practices, flexible working arrangements, employee engagement initiatives and office facilities and services to support people from different backgrounds.