



# Shape the success stories of tomorrow. Join our team.

**Role: Get into Work Business Owner**  
**Team | Reporting To: Commercial | COO**  
**Location: London / Hybrid**  
**Type: Full time / Permanent**

## About us:

Formerly MyKindaFuture, Connectr is for businesses where people belong.

Connectr helps build a sense of belonging with all people, from candidates to employees, and creates a culture where everyone is included.

Through Connectr's products and services, we put the 'human' back in HR and deliver a new way to form human connections, turn D&I strategy into reality, and provide an engagement and mentoring platform that people love to use.

We are an award-winning, mission-locked company. We believe every person should have equal power and opportunity to shape their future, regardless of their background. Connectr works with over 40 employer partners, and last year supported over 40,000 people to take their next career steps.

Connectr champions an inclusive, respectful, and creative culture for our own people. We show care and candour in everything we do. We embrace new ideas, take calculated risks, communicate openly and proudly deliver our shared mission.

## About the role:

In March 2021, Connectr's Get Into Work programme, endorsed by DWP, was piloted in JobCentrePlus and local communities to support unemployed people back into work. Following some initial success, the pilot has expanded from London to include Bradford, Blackpool, Wolverhampton, Manchester and more. We are now seeking to scale up Get Into Work to provide support to unemployed people nationwide and a business owner to drive that growth

With significant autonomy, you'll have overall responsibility for reviewing and making strategic changes to the current proposition and full ownership of all aspects of the business activities related to GITW.



The role requires entrepreneurial qualities to successfully grow a business-within-a-business. With a breadth of responsibilities, the purpose of the role is to scale early success into a BAU success story, achieving national coverage and targeting threefold revenue growth by 2025. The role will need to balance commercial nous with creative operational leadership, ensuring that the programme has the right scaling strategy to deliver results and secure long term contract value.

### Key responsibilities:

- Review current proposition and implement strategic changes to the Commercial Strategy for Get Into Work, in order to meet the growth targets for the programme.
- Responsible for the P&L, commercial negotiations and revenue growth for this segment of the business.
- Build and manage key relationships with external stakeholders, including local and central government, to ensure we deliver a best in class service.
- Evolve and deliver an operational strategy to:
  - Drive a high volume of job seekers (users) through direct attraction and partnerships as well as utilising Connectr's Marketing team
  - Ensure consistent, sustainable user engagement levels on the platform, especially of digital conversations
- Build, develop and retain the team required to deliver on the business plan including definition of team roles, team motivation, performance, competence and training
- Internal governance and reporting to construct, forecast and manage revenue activity, including new sales and client retention.
- Manage effective reporting and forecasting about ROI performance of the business including user attraction, user outcomes, online engagement metrics and client satisfaction / NPS

### Skills/Experience:

#### Essential

- At least 3-5 years B2B and 3-5 years B2C experience working with Enterprise clients
- Organically grown a business / business segment from £500k-£3m+
- Significant experience of building and managing a successful team including the ability to influence other multidisciplinary teams at all levels
- Extensive experience of data analytics
- Strong experience of multi stakeholder management focused on building long lasting commercial relationships
- Proven experience of using technology to solve problems



**Desirable:**

- Knowledge/experience of working with the unemployed
- Working knowledge of central and local Government
- Understanding of product and development teams ways of working
- Experience of creating effective pricing strategies
- Knowledge of employee volunteering programmes and responsible business strategies

**Your benefits:**

- Internal mentoring scheme and career development
- Volunteer days and ways to give back to our communities
- Flexible and remote working
- Reduced summer hours
- Enhanced maternity cover and paternity leave
- Wellbeing allowance, including an Airbnb wellbeing mini-break twice a year
- Competitive salary and annual review
- Company share options
- Casual office dress
- Christmas and summer team parties

**Want to join us? Let's chat! [careers@connectr.com](mailto:careers@connectr.com)**

**Information Security:**

Ensure compliance of your team to all rules, policies, and regulations at Connectr including HR policies, D&I best practice and information security and data privacy guidelines.

All positions at Connectr hold responsibility for being up to date and in adherence to information security training, guidance and policies provided by Connectr on information security, including GDPR.

**Connectr's commitment:**

Connectr is committed to creating an inclusive environment and is proud to be an equal opportunity employer. We believe that diverse companies are more innovative and better positioned to succeed. All qualified applicants will receive consideration for employment without regard to race, colour, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

