



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.

Purpose of the role:

- Own and develop existing strategic partnerships within the Business Innovations team
- Coordinate the onboarding and launch of strategic distribution partners that align with our business objectives
- To be the key point of contact, internally & externally for partners that are assigned to this role
- To deliver the requirements of your role in line with the Society's culture and values and the principles outlined in the Society's Consumer Duty policy (as appropriate to your role)

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
- Evaluating and qualifying new strategic distribution partners that align with our business objectives
- Coordinating new partner onboarding projects, work closely and coordinate with teams across the wider business to ensure the project runs smoothly and on time
- Ensuring robust oversight and governance of existing partners, including documenting meeting minutes and coordinating actions
- Keeping department procedures up to date and accurate, ensuring all procedures assigned to this role are followed in a timely and accurate manner
- Monitoring partner performance and support the Partnerships Manager in preparing reports
- Working closely with the Society's reinsurers and co-manufacturing partners to support in the development of new and innovative insurance propositions
- Being the subject matter expert and technical referral point within the Society for partnerships and their insurance products 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
- Travelling to meetings with key contacts and events as required, including overnight stays
- Supporting the Head of Business Innovations and Senior Partnerships Manager with the development of the team's strategy
- Carrying out other such duties and responsibilities as required by your line manager or assigned to you by the Society from time to time.

We are looking for someone who has:

Essential:

- Experience in strategic account or client management, business development or a partner facing role
- Successful track record of building strong partner relationships
- Experience in the insurance sector
- Effective communication and interpersonal skills, with the ability to build relationships and influence stakeholders at all levels
- Successful track record of effectively implementing strategies & plans
- 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 industry knowledge

Desirable:

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

Most importantly, we offer:

- Salary: Competitive
- Company Pension Scheme – 8% employer contribution
- Flexible working hours with the option to work from home.
- 25 days annual leave plus bank holidays
- An extra day off for your birthday
- Access to wellbeing support services through Nuffield Health and Health Assured including access to 24/7 online GP, discounted gym membership, mental health support, 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, etc.
- 4pm finish on Friday!

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, Equality 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.