



school for
social
entrepreneurs

RECRUITMENT INFORMATION PACK
NATIONAL PROGRAMME MANAGER

2018

Welcome

Thank you for your interest in applying to the School for Social Entrepreneurs. We have put together some information below which we hope will help you understand the organisation and the role. For more information please visit www.the-sse.org.

About the School for Social Entrepreneurs

School for Social Entrepreneurs (SSE) is a charity that supports people using entrepreneurial approaches to tackle complex social problems. Our vision is of a fair and equal society where the potential of all people is fully realised.

SSE invests in individuals from all backgrounds who have practical ideas for change. We support people to start, sustain, and scale social enterprises, charities and community projects.

We run practical learning programmes and courses to support people from all backgrounds to realise their potential and bring about lasting social and environmental change. SSE uses an innovative learning approach, which focuses on real world issues and practices.

SSE is a registered charity and company limited by guarantee, established by serial social entrepreneur Michael Young in 1997. We believe, in the words of our founder Michael Young, that “Everybody has the capacity to be remarkable”. Our core values are integrity, inclusivity and empowerment.

SSE London is based in London Bridge. SSE also has a network of Associate Schools across the UK and in Canada and India.

SSE is currently delivering UK-wide learning programmes, for social entrepreneurs at Start Up, Trade Up and Scale Up levels, with the support of Lloyds Banking Group and Big Lottery Fund. We have also been delivering programmes nationally for community business leaders in partnership with Power to Change. We have a suite of locally delivered programmes supported by funders and partners including Access, Postcode Innovation Trust, Paul Hamlyn Foundation, Linklaters, PWC and others.

About SSE in London

This role will be based within our central London offices at London Bridge.

Our central offices in London Bridge are busy, friendly and dynamic with 35 staff based here. SSE is a vibrant organisation; we work entrepreneurially and are committed to providing quality learning opportunities for social entrepreneurs. Working here is engaging, exciting and demanding. If you are someone who enjoys creating solutions and contributing your ideas you'll enjoy how we work.

These London office is home to the Programmes & Learning team, which delivers SSE programmes in London and supports franchise schools to deliver programmes across the network. The Programmes & Learning team delivers a wide range of training courses and learning programmes including one day, 3 month and year-long courses. We work with around 1000 'students' a year with recent / current programmes including:

- Start Up programmes for social entrepreneurs looking to get a new project / organisation off the ground
- Trade Up programmes for social entrepreneurs looking to establish a more sustainable trading base as a foundation for growth and scaling
- Scale Up programmes for social entrepreneurs looking to take an existing organisation to the next level
- Programmes supporting organisations working in particular sectors including youth, homelessness, environment and sustainability, health and wellbeing, and employability and training.
- Short courses for charities and organisations looking to replicate or scale their successful model or transition to a more sustainable, traded income model
- Workshops and short courses on a variety of subjects including Writing Successful Bids, Working with Corporates and Measuring Social Impact, among others.

SSE recently celebrated its 20year anniversary and we are now ready for our next phase of impact, influence and growth. A key part of this is the roll out of 'Match Trading', an SSE innovation in grant giving, which is incentivising organisations to increase their income from trading.

Job Description

Role Purpose

The purpose of this role is to manage the successful delivery of the Lloyds Bank Social Entrepreneurs and other programmes which may change over time.

The Lloyds Bank Social Entrepreneurs Programme delivered in partnership with the School for Social Entrepreneurs and supported by the Big Lottery Fund is entering its 7th year of delivery and has confirmed funding for a further 3 years (to Oct 2022).

The programme is delivered in 13 locations across the UK, supporting 260 students annually. It is founded in SSE's core action learning approach and uses a cohort based approach, Action Learning Sets, witnesses and expert speakers to support students to grow themselves and their organisations. In addition each student is provided with a mentor from Lloyds Bank/Bank of Scotland and awarded a grant to support them to start, grow or scale their organisation.

You will be responsible for recruitment and selection of potential students from across the UK, delivery of the programme by local SSE schools and monitoring and reporting of outcomes to key funders.

You will take the lead on all aspects of programme delivery including coordinating the input of colleagues from across SSE. You will also have lead responsibility for managing the relationships with the schools delivering the programme and will play a key role, in reporting to and maintaining positive relationships with the programme funders.

The National Programme Manager will be a team player, able to manage a busy and varied workload, to engage and collaborate with others, work to specific goals and develop new ideas and opportunities.

Key Responsibilities

Programme Management

- Devise a clear programme management plan for each programme cycle to identify and agree goals, key activities, colleague responsibilities, timelines, dependencies etc. in line with funder requirements and SSE priorities.
- Manage and monitor the programme throughout the cycle and maintain up to date records of progress against plan, including identifying and responding appropriately to relevant opportunities and risks.
- Manage the operational programme budget, including liaising with the finance team to process invoices from schools and Grant Managers in association with the programme.
- Manage the student grant budget including overseeing the activities of the Grant Management Team and ensuring the timely identification and reallocation of underspend as appropriate.
- Produce and update as necessary all documentation for use in programme management, programme delivery and grant management in collaboration with Network Managers, Learning Managers and Grant Managers as appropriate.
- Develop and update annually the programme agreements with all schools involved in delivering the programme and monitor their performance against that agreement.
- Lead internal project groups from an operational perspective and coordinate the input of colleagues as appropriate to ensure all parties kept abreast of programme progress. Take the lead on coordinating inputs from colleagues to prepare for funder meetings and funder reports.
- Work with colleagues across the network to identify opportunities for quality improvement, efficiencies and areas where value can be added to the programme, the students, to SSE and to funders in relation to the programme.
- Ensure systems and processes are in place for appropriate identification, escalation and resolution of any issues arising within the programme.

Student Recruitment and Selection

- Lead the programme's recruitment and selection processes including working closely with the Head of Communications to develop and execute strategies to target and recruit social entrepreneurs for the Programme.
- Oversee the selection process for the programme including overseeing initial application assessments and ensuring local interviews, selection panels and national sub-committee meetings run effectively and the outcomes are recorded in accordance with our grant making policy.
- Produce and update as necessary all documentation for use in the recruitment and selection process, in collaboration with the Communications Manager as appropriate.
- Oversee a team of freelance Grant Managers to ensure all new students are issued with and complete programme registration and grant offer documentation.
- Ensure complete and accurate recording of the recruitment and selection process for all applicants within the Salesforce system.

Programme Monitoring, Evaluation and Continual Improvement

- Ensure accurate records are maintained in Salesforce by all colleagues and schools in relation to the programme.
- Work with the MER Manager to design and deliver a programme monitoring and evaluation strategy and plan to capture learning and opportunities for improvement for SSE and to ensure accurate reporting to funders against programme outcomes.
- Work with the MER Manager and Network Manager for Quality & Learning to design the annual quality audit process for the programme, utilise the findings to ensure continual quality improvement within the programme.
- Conduct regular '360 reviews' of key programme phases to capture learning and lead on planning and implementing improvements and innovations resulting from this process, including working with other Programme Managers on cross-programme developments.

Relationship Management

- Maintain strong relationships with staff from across the SSE network and oversee their role in all aspects of programme delivery.
- Oversee and be the primary point of call for effective communications about the programme amongst all SSE stakeholders – staff, students, Fellows, Schools, Grant Managers etc.
- Deliver capacity building support for the SSE Network Schools in relation to the programme as appropriate.
- Lead on developing funder reports including narrative, progress against outcomes and lessons learned as appropriate working closely with the schools, MER Manager and Development Manager as appropriate.
- Attend regular meetings with funders to report on programme progress, outcome achievement, lessons learned etc and to identify and appropriately address opportunities and risks in relation to the programme.

Additional Responsibilities

- Provide supervisory and task management support to the Programmes Administrators and Programmes Assistant as required.
- Play an active role in strategic reviews, planning cycles and other activities that contribute to wider organisation learning and development as relevant within the team and the organisation.
- To carry out other tasks that are within the scope, spirit and purpose of the role

Key Relationships

The National Programme Manager reports to the Director of Programmes and Learning.

The National Programme Manager also works closely with the other two Programmes Managers, the Programmes Administrators, Programmes Assistant, Network Manager

(Quality & Learning), the Monitoring, Evaluation and Research Manager and Development Managers within the London office. They also hold key relationships with local school staff and freelance Grant Managers and with programme funders and other external partners.

Person Specification

Skills and experience

- Programme management skills with experience of coordinating complex programmes with multiple elements and stakeholders.
- Experience of managing expenditure against budget.
- Organisational skills and experience of managing a diverse workload in a fast paced environment.
- Relationship management and communication skills, with experience of building relationships with internal and external stakeholders at all levels and from a broad range of backgrounds
- Influencing and negotiating skills, with experience of managing the competing needs of different stakeholders.
- Written communication skills with experience of writing for different audiences and purposes.
- Ability to analyse and draw data from databases and spreadsheets and to effectively communicate findings.
- Experience in identifying and implementing new systems and ways of working to increase efficiency and improve quality.
- Leadership and team working skills.
- Proficient in Word, PowerPoint, Excel and databases

Desirable

- Knowledge and/or experience of social enterprise or small business start up
- Experience of managing learning and skills development programmes.
- Experience of administering and managing grants.
- Working knowledge of Salesforce or similar
- Knowledge of business development and experience of working with development colleagues to leverage and add value to existing and new funder relationships.

Personal Attributes

- Reliable and committed
- Committed to addressing inequalities and social exclusion, with a clear interest in social enterprise
- Solutions focussed, entrepreneurial, resourceful and adaptable
- Friendly and professional
- Highly organised, able to prioritise a varied and fast paced workload and deliver to deadlines
- A self-starter, able to work autonomously and to make decisions
- A team player committed to working collaboratively to achieve results

Key Information

- Salary:** Starting from £36,358 - £37,160 depending on experience.
5% pension
25 days annual leave
- Hours:** 35 hours per week. Some antisocial hours may be required from time to time.
- Contract:** Permanent
- Reports to:** Director of Programmes and Learning
- Location:** This role will be based at SSE's offices in London Bridge
This role involves travel to Network Schools around the UK

To Apply

To apply please send your CV and a covering letter answering the following questions:

- 1. What attracted you to apply for this role?**
- 2. Why you would be an excellent programme manager for SSE.**

Please use no more than 800 words total to answer these questions.

Please send your application titled 'Programme Manager Application'
to recruitment@sse.org.uk by 9am on Mon 3rd Dec

Interviews will be held on Tue 11th Dec, with second interviews, if required, on Fri 14th Dec.

Unfortunately due to our limited capacity we are unable to provide feedback to candidates not shortlisted for interview.

SSE is committed to eliminating discrimination and actively encouraging diversity amongst our workforce by developing a staff team that mirrors the rich diversity found in our student population. We will not discriminate with reference to age, gender, sexual orientation, race, colour, religion, marital status or disability.