

ThinkForward New Business Manager

Job information pack



About ThinkForward

ThinkForward exists to support young people to create better and brighter futures. We want them to be able to identify, realise and shape their aspirations and be ready to make a successful transition into work.

Young people experiencing barriers such as challenging relationships, living in low-income households, or growing up in areas with a lack of access to opportunities can be confronted with hurdles. Without the right support, these barriers can lead to a high risk of unemployment and long-term effects on career and life chances.

There are more than 900,000 16-24-year-olds in the UK who are not at school or college, or don't have a job or training place. Our ambition is to prevent young people becoming one of these statistics.

In 2025, we will be supporting more than 1,500 young people.

For more information on ThinkForward, our vision and mission, our programmes and equalities manifesto, please visit [our website](#).

Our values

Our values are more than words; they are the principles that guide our actions and decisions every day. By embodying these values, we create a positive and empowering environment for ourselves, our colleagues, and the young people we serve.

Read more about how our values are embedded in our work [here](#).

Authentic



Collaborative



Compassionate



Inclusive



Innovative



About our programmes

The **FutureMe** programme provides five years of personalised coaching and employability activities to get young people ready for the world of work. Coaches build trusted relationships, supporting young people to take control, find solutions to challenges, develop skills and create a positive vision for their future.

Specialised ready for work activities support young people to get familiar with the workplace, become inspired and identify a pathway to their chosen career. We run this programme in 15 schools in North and East London, Nottingham and Kent.



About our programmes

The **Making Strides** programme operates in London and Birmingham, working with young adults who have learning disabilities and/or autism with the aim of supporting them into sustainable paid employment.

Coaches provide long-term support to prepare young people for sustainable paid employment. Young people take part in insight visits, work placements and business mentoring to build their experience and develop skills and capabilities. We also work closely with parents to engage them in the opportunities and benefits of the programme.



About our programmes

The **Future Leaders** programme works with young Black men and women that are at risk of exclusion or have been excluded from mainstream school.

In London, young Black students are more likely to be excluded from school than white British students and young Black men experience disproportionately high unemployment rates.

To tackle these issues, Future Leaders supports Black students in alternative provisions and schools to make a successful transition into a post-16 destination, overcome the barriers they may face such as a lack of networks, social capital and soft skills, and prepare them to be ready to find a fulfilling career.



About the role

The New Business Manager will play a vital role in advancing ThinkForward's strategic objectives to grow our employer partnerships, whilst simultaneously enhancing our financial sustainability. You will hold a personal revenue target for new business partners.

We are looking for someone that can bring new contacts and ideas with them, and for whom new business is a specific, established skill set. We seek a candidate with demonstrable experience of creating new high value partnerships with corporate organisations. These will result in workplace opportunities for the young people we serve as part of our 'job creation strategy', as well as generating income to help us reach our fundraising targets over the next 3 years.

You will be creative, self-driven and able to work highly proactively to identify and establish new relationships. You will be comfortable working to fundraising targets, and within an environment of healthy pressure. You will be highly collaborative and able to work productively with the wider team leading on our job creation and corporate fundraising strategies, which includes the ThinkForward executive team, business partnerships and fundraising teams.

You will share ThinkForward's passion for changing young people's lives and identify with the strong sense of common purpose that drives our work. You will share our values and our absolute commitment to the principles of equity, anti-racism and inclusion.

If this sounds like your kind of role, we want to hear from you!

For job description and person specification details [please click here.](#)

Please send your CV and cover letter to jobs@thinkforward.org.uk

Your cover letter should be no more than 2 pages and should outline your suitability for the role as described in the person specification. If you require any reasonable adjustments during the application period, including submitting your application via a telephone call, please email jobs@thinkforward.org.uk so we can make arrangements for you.

Early interest is encouraged as we'll be reviewing applications as they arrive.



The details

Contract:	Permanent, full-time (37.5 hours per week)
Salary:	From £37,855 per annum
Start Date:	ASAP
Location:	Home-based, with some travel into London and ThinkForward locations
Closing Date:	Applications reviewed on a rolling basis

ThinkForward offer a range of employee benefits including:

- Pro rata 25 days annual leave
- 3 additional days' leave for office closure days between Christmas and new year
- Up to 2 days' leave for volunteering or 4 half days to support wellbeing
- A commitment to personal development
- 4.5% employer pension contributions - 1.5% more than the statutory minimum of 3%
- Interest free employee loans
- Cycle to work scheme
- Employee discounts and rewards scheme
- Employee Assistance Programme
- Flexible bank holidays

Important information

ThinkForward is committed to safeguarding and promoting the welfare of children, young people, and vulnerable adults and expects all staff and post holders to share this commitment.

ThinkForward is committed to equality of opportunity for all staff and applications from individuals are encouraged regardless of age, disability, sex, gender identity, sexual orientation, pregnancy and maternity, race, religion or belief and marriage and civil partnerships.

As a registered Disability Confident employer, ThinkForward has an accessible recruitment process. We offer interviews to all applicants who meet the job requirements and who declare themselves as having a disability. If you need support, such as materials in larger print, dyslexic-friendly fonts or adjustments for the interview, please contact jobs@thinkforward.org.uk and we will ensure you have what you require to successfully complete this process.



ThinkForward

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ThinkForward is a charity registered with the Charity Commission.
Registration number 1152862.