



## Enterprise & Youth Voice Manager

**Salary:** £33,000 - £36,000 per annum

**Contract:** Fixed-term (12 months) with potential to become permanent

**Hours:** Full-time with flexible working arrangements

**Location:** London office with hybrid working flexibility (2-3 days in office)

**Start Date:** ASAP

### About Speakers Trust

Speakers Trust is the UK's leading public speaking charity, which delivers training and events to ensure all young people develop the skills and confidence to speak and be heard.

Each year, we work with over 40,000 young people, helping them develop the confidence to share their ideas and stories out loud. Our work transforms lives - every day we see and hear stories of young people who have found their voice and discovered the power of speaking up.

We operate through two key areas: (i) we deliver a national schools programme to more than one in five state secondary schools delivering workshops and events and publishing leading educational resources. (ii) we work with third sector organisations to deliver workshops and events with the joint aims of amplifying youth voice and supporting the financial sustainability of the charity- an exciting growth area that this role will help shape and lead.

### The Role

This role is focused on managing and growing our work with other third sector organisations. It focuses on two areas: (i) developing our social enterprise which delivers over 150 paid workshops each year and (ii) delivering youth voice initiatives with other charity partners which amplify young voices. We're creating this new position to drive our strategic mission while enabling our Head of Fundraising to focus on individual giving, corporates, and larger trusts and foundations.

It is an opportunity to craft your own role by using your entrepreneurial skills to grow the charity's enterprise income and giving you the opportunity to grow with it.

All colleagues are expected to also play a role in supporting Speakers Trust's broader strategic objectives.

### **Enterprise Development (Primary Focus)**

- Grow our established "paid for" workshop delivery (currently 150+ workshops annually) by building relationships with third sector organisations, developing new products, promotions and selling public speaking workshops to those with budget to pay for them.
- Drive successful growth in enterprise contribution to the charity's finances through increased net income
- Manage the full commercial cycle from prospecting and enquiry to delivery and invoicing
- Work with our impressive existing client base while actively developing new partnerships
- Match client needs with our established freelance trainer network

### **Youth Voice Programmes**

- Successfully deliver flagship programmes like "My Maiden Speech" - our high-profile, transformative multi-organisation youth voice programme
- Develop and deliver new youth voice initiatives that amplify marginalised voices
- Engage new partners and showcase our transformative work
- Manage events, logistics, and complex stakeholder relationships across multiple organisations
- Maximise the potential of these programmes to generate new funding sources to expand this part of our work.

### **Supporting Speakers Trust's Broader Objectives**

As part of our collaborative team of 10, you'll also contribute to our success through:

- Supporting fundraising events and activities to help achieve our income targets
- Contributing to events for our schools programme and other initiatives where needed
- Coordinating smaller projects across the charity as opportunities and needs arise
- Supporting the CEO and team with tasks that help make Speakers Trust a great place to work
- Contributing to solutions for the usual challenges faced by small charities - bringing creativity and problem-solving skills
- Representing Speakers Trust at external events and networking opportunities

- Sharing knowledge and expertise with colleagues to strengthen our collective impact

## What Success Looks Like

- Sustainable growth in our enterprise workshop programme and net income contribution
- Successful delivery of multiple youth voice programmes and events throughout the year
- New funding streams secured for youth voice initiatives
- Expanded partner network and stronger stakeholder relationships
- Enhanced profile and awareness of Speakers Trust's work
- Effective contribution to broader team success

## What We're Looking For

We are looking for someone who is both strong in building income streams as well as having been effective in project management. Our expectation of candidates would be that they have:

- **Minimum 3 years** business development, partnership management, or commercial experience in charity/social enterprise sector
- **Proven track record** growing income through service sales or partnerships
- **Experience writing successful funding applications** for small-medium grants
- **Strong commercial acumen** with understanding of pricing, margins, and sustainable growth
- **Self-sufficient** – a high degree of personal effectiveness through solid organisation skills and the ability to handle administrative tasks without support
- **Excellent relationship-building** and stakeholder management skills
- **Project management capabilities** - able to organise yourself and coordinate others effectively
- **Tech-literate and process-oriented** - comfortable with CRM and operations software and an eye to use tech to improve processes – we use Salesforce and Airtable predominantly

## Personal Qualities

- **Collaborative team player** willing to contribute to our success beyond your core role
- **Entrepreneurial mindset** with drive to identify opportunities and solve problems creatively
- **Resilient and adaptable** - comfortable in fast-paced environment with competing priorities

- **Outstanding communication skills** – from giving presentations to senior leaders to engaging with young people.
- **Solution-focused approach** - enjoys tackling the varied challenges that come with small charity life
- **Genuine passion** for youth development and amplifying young voices.

## What We Offer

- Competitive salary: £33,000 - £36,000 based on experience based on 37.5hrs per week.
- Potential for part-time / flexible, but likely minimum 0.7FTE
- 25 days annual leave plus bank holidays
- Pension contributions with auto-enrolment from appointment
- Training and development opportunities
- Central London Office location with a flexible working culture with an expected 2-3 days in the office.
- Opportunity to shape a role in a growing area of our work
- Direct impact - see firsthand the difference you make to young people's lives
- Collaborative culture in a dynamic team of 10 people
- Exposure to all aspects of charity operations through cross-team collaboration
- Variety and challenge - no two days the same in our entrepreneurial environment

## Key Working Relationships

**Reports to:** Chief Executive Officer

**Works closely with:** Head of Fundraising, freelance trainer network, partner organisations, schools programme team

**No line management responsibilities**

## Requirements

- **Enhanced DBS check** required
- **Right to work in the UK**
- **Willingness to travel occasionally** for events and programme delivery
- **3-month probation period**

## Ready to Apply?

This role offers the perfect blend of commercial challenge and social impact. You'll join an organisation where entrepreneurial thinking meets youth empowerment, with the autonomy to build something meaningful while contributing to our already impressive reach of 40,000+ young people annually.

If you're excited about growing sustainable income streams while delivering high-profile programmes like My Maiden Speech that transform young lives and want to craft a role that could grow into something permanent as part of a collaborative team, we'd love to hear from you.

**Please apply by enclosing your CV and a covering letter showcasing why you believe you could succeed in this role via our online form: [Speakers Trust Job Application](#)**

**Closing date: September 18<sup>th</sup> – but applications will be reviewed on a rolling basis.**

## Equity, Diversity and Inclusion: Belonging at Speakers Trust

At Speakers Trust, equity, diversity, and inclusion are central to our mission: helping all young people build the confidence and skills to have their voices heard and become leaders in all walks of life.

Speakers Trust is an equal opportunities employer and welcomes applications from all sections of the community. We are committed to ensuring that no applicant, employee, or volunteer receives less favourable treatment on the grounds of age, disability, gender reassignment, marriage or civil partnership, pregnancy or maternity, race, religion or belief, sex, or sexual orientation in compliance with the Equality Act 2010.

We actively encourage applications from people with lived experience of barriers to communication and from those whose voices are under-represented. We will make reasonable adjustments throughout the recruitment process and to support staff in post. If you require any adjustments or support at any stage, please let us know.