

Business Development & Partnerships Manager

Schoolata is a UK startup with a diverse team from around the world. We are a dynamic and agile team of entrepreneurs and education industry specialists. Schoolata has developed an AI-driven platform for the education sector and is about to expand to 40 countries with the fastest growing markets that represent 65% of the world's population.

We are looking for someone dynamic, passionate and driven to think strategically, build relationships, lead effective marketing and help us grow!

Key Responsibilities:

Strategic Planning

- Develop/refine business and product strategy based on user needs, market needs, internal priorities
- Work closely with leadership to plan short and long-term direction of product and identify new growth opportunities

Product & Project Coordination

- Coordinate between business and engineering teams to drive feature development, bug fixes, platform improvements
- Manage timeline and milestones to ensure deadlines are met
- Organise user testing and feedback cycles to improve product decisions
- Bridge business goals with technical execution

Growth, Sales & Partnerships

- Identify and develop relationships with potential partners, clients, and groups
- Represent the company at events, conferences, webinars (including public speaking, delivering presentations)
- Drive both free and paid user acquisition; work on pricing strategy, onboarding experience, outreach

Marketing & External Communications

- Manage brand presence and tone through content, social media, and website
- Manage SEO and content strategy to improve visibility, traffic, and conversion
- Improve the public-facing website as a core touchpoint for users and partners
- Serve as a point of contact for users and external stakeholders, responding to questions and issues, and maintaining positive engagement

What are we looking for?

Confidence: You'll need to be willing to make presentations, meet new people, and talk to people in person and online from Asia, Africa and the Middle East.

Passion: You need to believe in what we are doing. It's new, and innovative, but downstream it also affects 100,000s of young people and their education.

Flexibility: There will be times you need to work remotely alone, and other times you'll need to get to a white board and build ideas with a team.

Growth Mindset: We are working at fairly advanced levels of technology and data analysis. You'll need to learn how things work and how to share them with others.

What is a bonus?

- Graphic design skills
- A second (or third) language in Asia, the Middle East or Africa
- Experience living overseas and a deep respect for other cultures

What will you get?

- 9am-5pm work hours; with significant flexibility
- A supportive and encouraging team who care about what they do
- Opportunities to travel
- Ability to be based in either the UK, Europe, or China
- Start up salary with other benefits

Please email recruitment@ventureeducation.org if you are interested. This will likely be a wild ride with a lot of learning, a lot of highs and lows, and a huge range of experiences. Please also tell us in a short cover letter why this is the right fit for you.

Application deadline: May 2nd