

Job Title	Partnership Manager
Reporting to	Head of Operations
Secondment Information	This is a fixed-term secondment opportunity from October 2026 for 12 months, providing the opportunity to gain experience within GMLPN while remaining employed by your substantive organisation (where applicable). The successful candidate will work as a full member of the GMLPN team and will be expected to undertake the full responsibilities of the role throughout the secondment period. This role is offered as a fixed-term maternity cover secondment and provides an opportunity to work closely with GMLPN's members, partners and stakeholders while supporting delivery of the organisation's strategic priorities during the cover period.
Salary	£30,000-£38,000. Salary costs reimbursed to the substantive employer in line with the agreed secondment arrangement.
Commission	Eligible to participate in GMLPN's membership commission scheme (where applicable), in accordance with the terms of the commission policy and any secondment agreement.
Role Purpose	To grow membership and retain existing members, manage key partnerships, support business development, strengthen stakeholder relationships, and ensure successful delivery of projects and workstreams, and contribute additional capacity and expertise to GMLPN during the secondment period.
Key Responsibilities	Membership • Develop and maintain strong member relationships in line with membership objectives. • Identify and secure new members to support the growth of GMLPN's membership base. • Drive member engagement through Network Meetings, GM Skills Awards, the Provider Support Programme, and other key initiatives to support member retention • Develop and deliver Marketing and Communications activities to support membership objectives • Support the planning, facilitation and delivery of GMLPN events including Network Meetings, GM Skills Awards and other member events • Support lobbying activities that are aligned with feedback raised by members • Support delivery of the Provider Support Programme including lead on specific Exchanges and CPD initiatives and membership engagement, in line with member challenges and needs Business Development & Partnership • Develop new and maintain existing business development relationships including rebate agreements and sponsorship • Identify potential project opportunities and support the bidding and application process

	• Developing Marketing and Communications activities to support business development objectives • Maintain and grow stakeholder relationships and partnerships in line with business development objectives • Lead on securing sponsorship for GMLPN events, including Network Meetings and the GM Skills Awards. • Represent GMLPN at external events Other: • Maintain awareness of operational and strategic developments across GMLPN • Remain updated and engaged in Network activities, including Northern Skills Network • Ad-hoc support - In addition to core responsibilities, the Partnership Manager is expected to support the wider team by undertaking reasonable tasks or activities that may arise, aligned to organisational priorities and their existing skills and experience • Work collaboratively with colleagues across both GMLPN and the secondee's substantive organisation (where applicable) to ensure an effective transition into and out of the secondment
Objectives	• Grow and retain GMLPN membership, ensuring members are engaged and receive value from their participation. • Develop and manage partnerships, including employers, providers, and stakeholders, to support GMLPN's objectives and influence. • Contribute to business development, identifying opportunities for growth, income generation, and project delivery. • Support key programmes, including GM Skills Awards, Provider Support Programme, and lobbying activity, ensuring successful outcomes. • Maintain effective stakeholder relationships, representing GMLPN and building the network's reputation. • Share learning, best practice and insights gained during the secondment with both GMLPN and, where appropriate, the substantive employer.