



## **Growth Champions Community Manager**

Salary Guide: £50,000 - £54,000 p.a. depending on experience and potential

Location: Cambridge/Peterborough region

Position: Full time, permanent

YTKO provides innovative, award-winning business and finance support for start-ups and for growth-focused, scale up SMEs in both the public and private sector. We have a long and distinguished track record of delivering tangible bottom line results for our clients and are proud of our heritage of absolute equality and diversity in our business base. We're also very proud to have just won our 2nd Queen's Award for Enterprise!

We are part of the transformational [Growth Works](#) service, delivering the [Growth Coaching](#) service line, which is focused on finding and supporting 1,000 high growth companies across the Cambridgeshire and Peterborough (CPCA) region.

We're now recruiting a team member to build an exciting, highly connected peer community of high growth businesses and enablers, who through their active participation will add tangible value to each other and to accelerating growth and job creation within CPCA.

### **Main Responsibilities**

Reporting to the Programme Director, our Growth Champions Community Manager will have a portfolio of responsibilities around creating, animating, and connecting this new high growth peer network of our clients and those who can add help accelerate their high growth journey, including mentors, experts, coaches, NXD's and investors.

They include:

Finding new high-quality expertise at C-Suite and NXD level, and engaging firms and individuals as active partners in, and ambassadors for Growth Coaching, adding to our existing network.

Similarly, engage new mentors appropriate for high growth companies, train as needed, and match them with our clients, thus enriching and extending the support available for their growth journeys.

Maintain and build relationships with our existing mentors, experts and other commercial partners, conveying our strong value proposition to them, and demonstrating the advantages of such external, independent expertise to our clients.

Working with the CEO and Programme Director, help mobilise the investor community and NXD's for clients seeking equity and to form new, or add to, their boards.

Working closely with these leads, our Marketing Manager and with the support of an administrator, deliver a programme of value-added quarterly open and closed events including investor dinners.

The ethos of this community is one of fairness and pay forward, and of exclusivity, with participants highly engaged and actively contributing as well as receiving value in different ways, definitely not a sales environment! And we need to ensure that it grows across the whole Cambridgeshire and Peterborough region.

**You'll therefore have:**

- Strong interpersonal skills and business knowledge relevant to high growth businesses.
- A good understanding of the growth barriers and challenges faced by SMEs, and how they are overcome, and the benefits that mentoring, coaching, experts, and independent boards can bring
- Proven skills in assessing aptitude to deliver effective mentoring, with strong communication and interpersonal skills to train a variety of business mentors as needed.
- Excellent diplomatic, business development and networking skills, discretion, fairness, and a demonstrable ability to inspire confidence and trust.
- Demonstrable ability to build a highly connected community and deliver value to its members.
- Flexible, empathetic, outcome oriented, hands on, ambassadorial, confident great team player, articulate, entrepreneurially innovative and creative, and highly motivated to generate a tangible impact.
- Contributing to the continuous improvement of the community and the Growth Coaching programme as a whole through sharing best practice and ideas across the company.

If this sounds like you, please click the “Apply Online” button to complete our Application and Equal Opportunities Form. There is no closing date as we will interview on a continuous basis and make an appointment as soon as we find the right candidate.

YTKO has a strong value set to which all our team have contributed to and demonstrate on a daily basis. We welcome applications from all candidates fulfilling the job requirements, regardless of race, age, gender, sexual orientation, religion or disability, firmly believing that a diverse and inclusive team, underpinned by a great, flexible culture, is fundamental to our success.