



Role Summary

Job Title: Head of Commercial & Partnerships

Location: Hybrid (UK with national Travel)

Working Pattern: Full Time

Reports To: Operations Director

Accountable To: Managing Director

Job Purpose:

The purpose of this role is to lead and deliver Momenta Connect's commercial growth and partnership strategy, identifying new opportunities, developing strategic partnerships, and driving sustainable revenue growth across the organisation.

You will be responsible for leading business development activity, expanding services across education, healthcare and public sector markets, and building strong relationships with external stakeholders. Working closely with Operational, Clinical and Central Services teams, you will ensure commercial success is aligned with Momenta Connect's commitment to achieving exceptional outcomes for children and young people.

Key Stakeholders:

Internal

- Operations Director
- Managing Director
- Clinical Services
- Marketing Team
- Finance Team
- HR Team
- Senior Leadership Team

External

- Local Authorities
- Multi-Academy Trusts (MATs)
- Schools and Education Providers
- NHS Organisations
- Commissioners
- Strategic Partners
- Independent Education Providers



- Private Service Customers

About Us:

At Outcomes First Group, we believe every child can thrive when given the right environment for success. As one of the world's leading providers in our sector, we deliver exceptional, research-led education tailored to each individual, with smaller class sizes and personalised learning plans.

Our vision is to empower every child with a world-class education that nurtures potential and inspires lifelong learning. Our mission is to unlock that potential through personalised learning and opportunity.

Our promise is simple: we listen, we work together, and we are accountable to one another to make the remarkable happen.

Key Responsibilities:

Commercial Strategy & Growth

- Develop and deliver Momenta Connect's commercial strategy in line with long-term organisational objectives.
- Identify opportunities to expand services across Local Authorities, MATs, schools, NHS organisations and private markets.
- Monitor market trends, policy developments and funding opportunities across education, SEND, healthcare and children's services.
- Develop innovative service offerings and commercial models that respond to changing customer needs.
- Support the organisation's strategic growth plans through market intelligence and commercial insight.

Business Development

- Lead national business development activity across both public and private sector markets.
- Build and maintain a sustainable pipeline of commercial opportunities.
- Secure framework agreements, commissioned services and strategic partnerships.
- Develop opportunities within private assessment, therapeutic and specialist support services.
- Manage commercial opportunities from initial engagement through to contract award.

Customer & Partnership Management

- Build and maintain strong relationships with commissioners, education leaders and key stakeholders.
- Represent Momenta Connect at conferences, networking events and industry forums.
- Lead complex commercial negotiations and contract discussions.
- Ensure a positive customer experience throughout the customer lifecycle.
- Identify opportunities to strengthen existing partnerships and grow accounts.



Leadership & People Management

- Lead, coach and develop a high-performing commercial and business development team.
- Foster collaboration across Operations, Clinical Services, Marketing, Finance and HR functions.
- Create a culture focused on accountability, innovation, collaboration and customer excellence.
- Support succession planning and capability development within the team.

Commercial Performance

- Deliver sustainable revenue growth while maintaining high service standards.
- Own sales forecasting, pipeline reporting and commercial performance reviews.
- Monitor KPIs, profitability, contract performance and commercial outcomes.
- Drive continuous improvement in commercial processes, systems and CRM utilisation.
- Provide regular reporting and strategic recommendations to the senior leadership team.

Standard Responsibilities:

All employees, regardless of role or seniority, are expected to adhere to the following:

- Work in accordance with OFG Group policies, procedures, and relevant statutory regulations
- Always maintain appropriate levels of confidentiality
- Comply with Health and Safety requirements, ensuring the wellbeing of yourself and others
- Support safeguarding responsibilities in line with OFG's commitment to protecting children, young people, and vulnerable adults
- Participate in performance review processes
- Undertake any additional duties as required

Performance Measures:

Success in this role will be measured against:

- Revenue growth across all service lines.
- New Local Authority, education and healthcare partnerships secured.
- Growth of commissioned and private services.
- Customer retention and account expansion.
- Sales pipeline health and forecast accuracy.
- Commercial profitability and margin performance.
- Strategic partnership development.
- Team performance, engagement and development.
- Delivery against agreed commercial KPIs and business objectives.

Experience, Skills & Qualifications:

Essential

- Significant experience in a senior commercial leadership role.
- Proven track record of delivering sustainable revenue growth.
- Experience developing strategic partnerships across education, healthcare, children's services or other public sector environments.



- Strong understanding of public sector procurement and commissioning processes.
- Experience leading and developing successful business development teams.
- Excellent commercial negotiation and contract management skills.
- Strong financial, analytical and strategic planning capability.
- Ability to build effective relationships with senior stakeholders.
- Excellent communication, influencing and presentation skills.

Desirable

- Experience within SEND, education, clinical services or therapeutic provision.
- Knowledge of alternative provision, attendance support, educational psychology or multidisciplinary services.
- Experience working within a private equity-backed or high-growth organisation.
- Existing network across Local Authorities, education or healthcare sectors.
- Relevant professional qualification in business, commercial management, sales, marketing or a related field.