

Sales Exec - Employer Engagement

Full-time | Hybrid | £28,000 + Performance Bonus

(Part-time or job share considered)

Join a Team That's Changing Lives—And Enjoys the Journey

At The Coders Guild, we're building more than careers—we're creating a movement. For over a decade, we've helped people from all backgrounds unlock careers in tech and supported businesses in developing future-ready teams through industry-led apprenticeships.

We take the well-being and culture of our team seriously. Collaboration, mutual support, and flexibility are not just perks—they're core to how we work. We're looking for someone who will thrive in that environment and bring their own energy and ideas to it.

This is an exciting opportunity to make a real difference, not just in your day-to-day work, but in the wider tech ecosystem. You'll be helping employers understand the power of apprenticeships, and helping individuals launch life-changing new careers.

What You'll Be Doing

We're not just looking for someone to tick boxes—we're looking for someone who can deliver real, measurable outcomes:

- Grow a strong, consistent pipeline of employer partners, especially SMEs
- Build new business relationships every month
- Help employers understand and make the most of government funding
- Convert both inbound leads and outbound prospecting into long-term partnerships



You'll be supported by:

- A strategic inbound marketing campaign and detailed value propositions
 - A content and comms team delivering employer-focused messaging
 - A business development plan aligned with national and regional growth
 - Warm referrals and partnerships through our network
 - CRM tools, data support, and hands-on onboarding from the wider team
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About You

We're looking for someone who brings energy, curiosity, and a commitment to results. You'll likely have experience in:

- B2B sales, employer engagement, or business development
- Understanding apprenticeships or funded learning programmes (or you're keen to learn quickly)
- Communicating persuasively with a wide range of decision-makers
- Working to KPIs and adapting strategy to meet them

You're also someone who:

- Works well independently but thrives in a collaborative, purpose-driven team
 - Believes in the power of education to open doors and change lives
 - Understands the value of both strategic thinking and tactical action
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Why Join The Coders Guild?

We offer meaningful work, a positive team culture, and the support you need to do your best work.

- A social mission at the heart of everything we do
 - Inclusive and empowering team environment
 - Clear growth pathways as we expand our employer engagement
 - Flexibility in how, when, and where you work
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Benefits

- 25 days annual leave (plus your birthday off)
 - Flexible working hours and location
 - Duvet days (up to 2 per year)
 - Option to buy up to 5 additional leave days
 - Professional development support for qualifications, events, and training
 - Annual company away day and summer party
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Location and Flexibility

We're based in Leeds but welcome applicants from across the UK. You'll need to be available for occasional in-person meetings or events. Evening or weekend work is rare but may occasionally be required.



Ready to Apply?

We anonymise and blind score all applications to support fair hiring.

1. Submit your application via our website
2. We'll schedule a short 20–30 minute chemistry call
3. Then a panel interview, with prep questions sent in advance

Need adjustments or flexible arrangements? Just let us know—this won't affect your application.

