

Recruitment for the new Partnership Manager Two Sides Europe

About Two Sides

Two Sides actively promotes the attractiveness and environmental sustainability of print, paper and paper-based packaging and also challenges misinformation about the industry's products. Two Sides campaigns are delivered across Europe, with separate campaigns and staffing in North and South America using the same marketing materials.

Two Sides Europe is currently a small staff of 5 people, based in managed offices in Daventry, Northamptonshire.

Funding for the organisation arises from subscriptions paid by approx. 230 member companies within the print, paper and paper-based packaging value chain who see the campaigns as positively influencing the attractiveness of, and demand for, their products.

The organisation is in a period of strategic and structural change, which recognises the challenges facing members in the various industry sectors and is also investing in a new IT platform, using AI and the latest language models, to streamline its communications and develop relationships in other markets.

The opportunity

The opportunity has arisen for a European Partnership Manager, a new and senior role supporting the Managing Director, who will ensure that members see value for their membership and specifically focus on growing membership and Two Sides' funding base.

The Partnership Manager's role and background

Applicants will be energetic and articulate communicators, either with a successful sales or marketing career in the paper, print or paper-based packaging industries or have experience of retaining and growing membership in a member-based organisation. They will be a first-class communicator to numerous stakeholders; being responsible for membership management and growth and will be a significant voice within a small team.

The position will be based at the organisation's offices in Daventry.

Remuneration OTE of £54,000 – includes a generous bonus of up to 20% of salary related to the acquisition of members and the growth of membership income.

Applications, with full details of current employment history and experience should be made in writing to Josh Birch, Two Sides Managing Director, via the email address provided.

Job Description

Job Title:	European Partnership Manager, Two Sides
Reporting Relationships:	Reports to the Managing Director
Job Purpose:	To take full responsibility for the Two Sides member relationships, growing membership and funding base

Day to day duties	- Supporting the Managing Director to deliver the Two Sides strategy as set out in the Membership Charter - Gaining new members, particularly from the paper-based packaging sector - Managing existing partner relationship, ensuring that members recognise full benefit from their membership - Planning and delivering in-person and on-line events. Scheduling and structuring meetings. Creating and distributing minutes and agendas in a timely manner - Supporting development of marketing materials for membership relationship and acquisition
Key skills	The Partnership Manager must be - Inquisitive and ready to understand the needs and strategies of Members in all the various sectors of the industry in which they operate - A first-class communicator and motivational team member - Able to develop a close relationship with members and funders - A first-class presenter in formal and informal situations - Highly organised and self-motivated - Able to manage various tasks to meet set deadlines - Diligent and ensure that the organisation is meeting its commitments to members - Ensure that the work undertaken is always of the highest quality
Remuneration	OTE of £54,000 - (£45,000k basic plus generous bonus of up to 20% of salary related to the acquisition of members and the growth of membership income) Allowable expenses will be reimbursed at the end of each month and personal car mileage will be paid at HMRC recommended rates.
Pension and Medical	Employees are enrolled automatically in NEST, the workplace pension scheme set up by the government, along with private medical cover after completing their 3-month probationary period.
Holiday entitlement	Four weeks plus statutory days. The office will be closed between Christmas and new year.
Place of Work	You will be based at the company's offices in or near Daventry
Working hours	There will be expected availability between 9.00am to 5.30pm Monday to Friday. However the nature of the assignment is such that hours will need to be flexible at all times.
Notice period	3 months' notice of any termination will be given and received.

Applications;

Your CV and a cover letter should be sent to Josh Birch, Managing Director, by email josh@twosides.info or by post to the following address;

Two Sides Limited, iCon Centre, Eastern Way, Daventry, NN11 0QB

Deadline: 20th November 2026