

Director of Membership

Supporting the UK fashion & textile industry

- Salary: £60,000 per annum plus benefits DOE
- Location: London with some remote working available

About UKFT

UKFT is the largest network for fashion and textiles in the UK and is committed to delivering sustainable growth for the entire UK supply chain. We bring together brands, designers, manufacturers, suppliers, educators and retailers to promote their businesses and our industry, both in the UK and throughout the world.

We offer practical advice and technical support to help member companies grow. We champion the industry on a global stage and support UK companies to trade internationally. With a growing focus on sustainability and innovation, UKFT is driving meaningful action in the transition to a circular economy. To help attract, train and retain the best talent, we develop industry-led solutions to address critical skills gaps.

We are passionate advocates of 'made in the UK', combining a fresh approach to cross-industry collaboration with over 100 years' of experience in supporting manufacturers. Our President is HRH The Princess Royal.

Job Outline

The Director of Membership **oversees all aspects of membership management, development and retention**. They work closely with other departments to ensure that the membership strategy aligns with UKFT's goals.

Responsibilities:

- Develop and implement a comprehensive membership growth and retention strategy across all sectors of the industry.
- Oversee the day-to-day operations of the membership department.
- Provide leadership, guidance, and mentorship to the membership team.
- Analyse membership data to identify trends and opportunities.
- Collaborate with other departments to integrate membership initiatives with the overall organisational strategy.
- Develop and manage the membership budget.
- Represent UKFT at industry events and conferences to promote membership benefits.



The UK Fashion & Textile Association

- Serve as the primary point of contact for high-level member enquiries and concerns.
- Responsibility for recruiting and retaining associate members, retail partners and federated members.

Person Specification:

- Great interpersonal skills
- Strategic thinker
- Customer focused
- Proactive/self starter/entrepreneurial
- Sales/commercial background with a broad range of contacts (probably bigger fashion brands and retailers)
- Outgoing
- Flexible and adaptable
- Good communicator

Skills, ability and experience:

- Ability to build and maintain strong relationships with current and potential members
- Work well with the team
- Strong verbal and written communication skills
- Networking/presenting
- Customer service
- Sales and marketing
- Data analysis/reporting
- Problem solving
- Flexible to adapt to changing circumstances but focused on long-term objectives
- Organised, time and budget management

The ideal candidate would come from the industry, have knowledge across both fashion and textiles if possible, understand the recruitment and retention challenges of the industry, have a proven ability to close sales and encourage a team.

The Membership Director will work in close collaboration with the Senior Leadership team and reports to the CEO.

Application Process

Please send a CV and covering letter to ana.findlator@ukft.org by 28 June 2024. Shortlisted candidates will be called for interview shortly after.

Candidates must be eligible to live and work in the UK as we are unable to offer Visa sponsorships at this time.