



Head of Membership

About the Corporate Governance Institute

The Corporate Governance Institute is a global leader in corporate governance education and certification.

The company has had global aspirations from the start and today we serve customers in over 75 countries and employ people from a variety of international and cultural backgrounds. Our growth has significantly increased year over year, and we are looking to continue with that ambition and scale.

We're not just a business; we're a passionate team aspiring to make a significant impact in a €60 billion + market. Backed by leading industry practitioners, governance experts and a very experienced senior leadership team we are ready to accelerate our growth further and faster to make the most of the market opportunity.

Learn more about us [here](#).

We have an exciting opportunity for a Head of Membership to join our team.

About the Role

The Head of Membership will play a critical role in expanding The Corporate Governance Institute's membership base, focusing on attracting, engaging, and retaining professionals committed to governance excellence.

In this role, you will be responsible for creating a commercial & product vision to support our growth in this key area, with clear financial and commercial targets to achieve. You will be instrumental in building relationships with senior leaders, board members, governance professionals, and key decision-makers, ensuring they recognise the value of our membership community.

This position offers a unique opportunity to shape the future of a purpose-driven organisation at the forefront of governance education. You'll lead the development of strategic initiatives to enhance member experience, drive engagement, and position our membership offerings as essential resources for professional growth and organisational success.



The role requires a leader with strong people skills, digital first mindset and a proven ability to design and deliver membership strategies that deliver recurring revenue and added value.

You will collaborate with the Senior leadership team feeding into the company-wide strategic and operational plan and report to the Chief Revenue officer.

Role Detail

- Develop and execute strategic product and commercial initiatives to enhance The Corporate Governance Institute's membership proposition, ensuring it delivers exceptional value to members and strengthens our position as a global leader in governance education.
- Drive sustainable revenue growth by achieving defined financial targets through membership retention, new acquisitions, and the development of innovative revenue streams for the Membership channel.
- Innovate using new technologies and partnerships to facilitate the aspirations of our members and the next generation of board directors
- Oversee and optimise existing membership structures, including online events, masterclasses, and resource offerings, ensuring a high-impact member experience.
- Manage the full spectrum of the Corporate Governance Institute's webinars and masterclasses offering, including, but not limited to, organising speakers, creation of event infrastructure and promoting events across email and social in an effort to maximise registration numbers and high attendance rates.
- Lead the continuous improvement and development of membership frameworks and systems to enhance engagement and accessibility.
- Manage budgets effectively, ensuring strong ROI and long-term financial sustainability for the Membership channel.
- Conduct in-depth market analysis, including competitive benchmarking, SWOT assessments, segmentation strategies, and channel optimisation, to inform decision-making and drive growth.
- Work closely with the marketing department regarding the website and increased delivery of digital fundraising income.



Desired Experience and Education

- 3-5 years of experience driving recurring revenue through membership, community, and value-added services.
- Proven ability to create and execute a compelling commercial vision for growth.
- Thrives in a fast-paced, scaling environment with flexibility, innovation, and initiative.
- Ambitious self-starter with a positive attitude and ability to work independently to achieve deadlines
- Exceptional planning and multitasking skills, able to prioritise effectively under pressure.
- Proven experience of working collaboratively with marketing teams to ensure excellence in marketing strategy development and implementation.
- Excellent planning and organisational skills with a proven ability to carry out different tasks simultaneously and prioritise time and resources accordingly.
- Creative, innovative and analytical skills with an ability to think laterally in order to quickly identify new opportunities.

What we Offer You

- **Competitive Salary** – We offer a salary that reflects your skills, experience, and the value you bring to the team.
- **High-Growth, Global Ambitions** – Join a fast-expanding company with big plans on an international scale, offering exciting opportunities for career progression.
- **Dynamic Team** – Work alongside passionate, driven colleagues in a collaborative and supportive environment.
- **Flexible Work Options** – Choose to work remotely, from the office, or a mix of both—whatever suits you best.
- **Work from Anywhere** – Enjoy the flexibility to work up to 20 days per year abroad, allowing you to balance work and travel.
- **Top-Tier Equipment** – We provide MacBooks as standard, but we're happy to equip you with whatever tools you need to do your best work.
- **Cycling-Friendly** – If you commute by bike, we've got secure storage to keep it safe.