



Essex
Wildlife Trust

Corporate Partnerships Manager

We are looking for an ambitious Corporate Partnerships Manager with energy, drive and aptitude to develop our corporate strategic partnerships portfolio at Essex Wildlife Trust.

About Essex Wildlife Trust

We are the county's leading conservation charity, committed to protecting wildlife and inspiring a lifelong love of nature. We manage nature reserves and discovery parks across the county, providing outstanding outdoor education and preserving places of wonder.

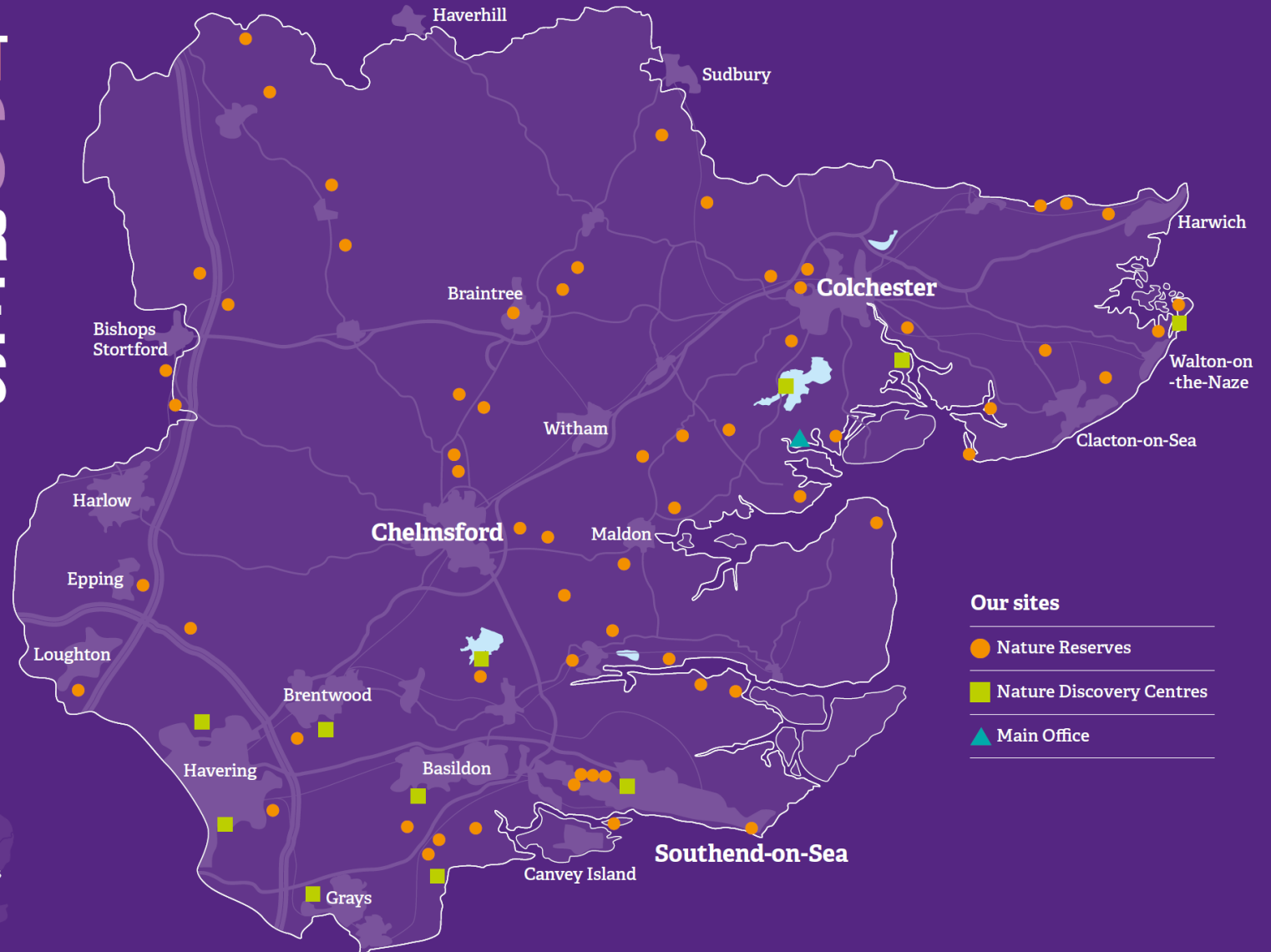
This is the most important decade in the history of nature conservation and an exciting time to be joining us. If we are to tackle the climate crisis and the ecological crisis, we need the best people to rally around environmental protection.

Our values are [Impactful](#), [Collaborative](#), [United](#) and [Proactive](#).



Havens for nature

ESSEX WILDLIFE TRUST
PROTECTS
AND MANAGES OVER
100 NATURE
RESERVES





We are seeking an ambitious Corporate Partnerships Manager who is passionate about nature and skilled in business development to join our Fundraising team.

As the leading conservation charity in Essex, the Trust is committed to protecting wildlife and inspiring a lifelong love of nature. With a goal of protecting and connecting 30% of land and sea by 2030 and encouraging one in four Essex residents to take action for wildlife, the Corporate Partnerships Manager will play a key role in making this vision a reality.

In this role, the Corporate Partnerships Manager will focus on establishing and nurturing high-value partnerships with corporate supporters. This involves crafting compelling proposals, pitching and negotiating contracts, and developing strategic partnerships that generate significant income and align with the Trust's mission.

The successful candidate will work closely with various departments to gain a deep understanding of Trust activities and to identify opportunities for synergy with corporate partners, converting these into valuable and long-lasting collaborations.

The position also includes the responsibility of creating and delivering a comprehensive Corporate Membership Strategy and expanding the Investors in Wildlife programme, all with the aim of increasing corporate engagement and income for the Trust. Managing budgets for income and expenditure, reporting progress through quarterly updates, and utilising the Trust's CRM system to maintain precise records are essential aspects of the role. The Corporate Partnerships Manager will additionally line-manage the Corporate Communications Officer, guiding and supporting them in furthering corporate relationships.

Essex Wildlife Trust is looking for a results-oriented professional with a strong background in corporate fundraising or business development, as well as a proven record of success in income generation. With excellent relationship-building, problem-solving, and communication skills, the ideal candidate will also bring experience in managing cross-departmental projects, developing persuasive proposals, and managing client relationships effectively.

Joining Essex Wildlife Trust means becoming part of a dynamic and creative team that is passionate about raising funds to protect local wildlife. This is an ideal role for a motivated self-starter eager to make a meaningful difference and support the mission of a leading conservation charity in Essex.





Job Description

- Responsible for developing and delivering a Corporate Membership Strategy and operational plans with clear propositions for corporate partnerships, aligned with the Trust's strategic aims and income targets.
- Responsible for the continuous development and delivery on the Trust's Investors in Wildlife programme, with the goal of increasing corporate members to generate income and meaningful corporate relationships between Essex Wildlife Trust and corporate partners.
- Develop and maintain relationships with existing corporate partners and stakeholders.
- Develop the Trust's Corporate Volunteering Days arrangements.
- Identify major companies whose environmental or sustainability strategy aligns with the work of Essex Wildlife Trust.
- Establish new partnerships, that are high value, aligned and long-lasting, maximising the support they provide cross-departmentally in line with the needs of the Trust.
- Work across all departments to fully understand the needs of the Trust and how corporate partners can support its activities, spot opportunities for synergy and collaboration, developing these into growth opportunities for existing and new partnerships.
- Produce compelling proposals with proactivity in every stage of the cycle, from researching, writing proposals, presentations and pitching, through to contract negotiations.
- Line manage the Corporate Communications Officer.
- Manage income and expenditure budgets, reporting progress through quarterly reports and performance indicators.
- Take a proactive approach to team issues by helping to create, devise and implement fundraising ideas and working practices as part of a creative, collaborative fundraising team.
- Ensure accurate and up to date records are kept, using the CRM (Contact Relationship Management) system and appropriate MS Office programmes.

Person Specification

- Knowledge and understanding of the corporate sector, raising funds and awareness from partnerships.
- Experience in corporate fundraising, business development or sales with a proven track record of successfully hitting targets for income generation.
- Excellent communication skills, both written and verbal.
- Excellent relationship building skills with the ability to engage effectively and influence at all levels
- Excellent problem solving and decision-making skills.
- Ability to manage income and expenditure.
- Ability to monitor and report against performance indicators.
- Demonstrable experience of cultivating and stewarding relationship to meet business objectives
- Experience working cross-departmentally to achieve goals.
- Experience creating compelling proposals and pitches (desirable).
- Experience using Contact Relationship Management systems (CRM) to manage and develop relationships.
- A positive, proactive, solution-focused approach.
- The ability to work collaboratively and matrix manage effectively.

Additional Information

- The role may entail some evening and weekend working.
- The role requires an interest in working for a charity that is determined to protect wildlife for the future and for the people of Essex.
- The role requires the ability to drive, including a full driving licence and use of a vehicle, though pool vehicles may sometimes be available.
- The role is based at Great Wigborough, Essex, but requires regular travel.



Terms

The role is a permanent, full-time position working 37.5 hours per week (Monday to Friday from 9:00am to 5:00pm). The starting salary is £36,000.00 per annum.

Essex Wildlife Trust offers flexible homeworking arrangements. Further details of the hybrid-working arrangements will be shared at interview.

Annual leave entitlement starts at 26 days per annum increasing annually to 29 days plus Bank Holidays. We provide company sick pay increasing with length of service, an employee assistance programme, a combined 8% contribution pension scheme, staff social days, colleague nomination scheme and discounts in our Nature Discovery Centres.

How to Apply

To apply for this opportunity, please submit an online application via our website by 9:00am on Monday 18 November 2024.

Thank you for your interest in this position and I look forward to receiving your application.

Bec Hughes

Head of Fundraising

