

Job Description

Senior Philanthropy and Corporate Partnerships Manager

Department	Fundraising	Reporting to	Director of Development and Movement Building
Contract	Permanent, Full Time 35 hours p/w	Direct reports	Fundraising Team (2 direct reports)
Work location	Earth Trust Centre / Hybrid	Salary (FTE and Pro rata if applicable)	£43,000 per annum

Overall Purpose

The Senior Philanthropy and Corporate Partnerships Manager plays an integral leadership role in driving Earth Trust's fundraising growth. In addition to managing high performance of Earth Trust's fundraising team you will spearhead expansion of corporate and business philanthropic support, through cultivating strong corporate relationships, securing strategic partnerships and nurturing major donors aligned with our mission of championing natural green spaces for people and nature to thrive.

Your ability to motivate the fundraising team, develop win-win partnerships, and mobilize greater involvement across our funding pipeline will accelerate our impact.

Accountabilities

Corporate and Partnerships development

Strategic and operational responsibility for growth and management of high value corporate partnerships and driving sustainable revenue growth from philanthropy

- Develop, execute and lead a strategic corporate partnerships strategy to significantly grow sustainable corporate support over 3 years.
- Proactively identify, cultivate and steward corporate relationships to secure increased funding and impactful cause-related partnerships aligned with organisational priorities.
- Build a strong pipeline and secure multi-year 5-6 figure corporate gifts, sponsorship agreements, CSR partnerships and employee engagement opportunities by developing compelling proposals and presentations.
- Provide inspiring stewardship to corporate partners including impact reporting, partner events and excellent account management to maintain productive long-term relationships.

- Play an integral role in the Senior Leadership Team to inform corporate fundraising goals, provide strategic direction to maximize corporate prospect engagement and develop new partnership opportunities.

Major Gifts Management

- Identify, qualify and cultivate new major individual prospects
- Develop a major donor programme which inspires participation and income growth
- Inspire and support major donors through stewardship

Team leadership and collaboration

- Working closely with the Director of Development and Movement Building to develop and motivate the fundraising team, setting clear goals, priorities and overseeing performance
- Motivate, supervise and mentor the fundraising team by providing strategic guidance, support and fostering professional development.
- Contribute fundraising expertise and insights at the leadership level to inform organizational strategy and operations – including working closely with our executive team, senior leadership and trustees to build our pipeline and manage relationships

Financial Management and reporting

- Develop and manage goal-based budgets and mitigate risks to manage success and growth of philanthropy and partnership activity
- Analyse results and report progress to senior leadership and trustees, demonstrating the impact of our fundraising activity and partnership development work

Other duties as required, including working in various capacities at Earth Trust events and activities (some weekend and evening working required); liaising with volunteers supporting the team

Person specification

Knowledge and skills

Essential

Existing knowledge of relevant networks

Excellent communication and interpersonal skills

Ability to build strong relationships with corporate partners

Persuasive writing and presentation skills

Knowledge of corporate social responsibility and cause-related marketing

Understanding of corporate giving options (sponsorships, partnerships, employee engagement, sponsorship)

Budget management

Team leadership and management

Knowledge of CRM systems

Strong networking skills

Desirable

Understanding of UK tax effective giving options

Experience**Essential**

Proven success securing major corporate and business partnerships and relationships with demonstrable track record of growth

Track record of exceeding stretch income targets and managing partnerships that deliver £500K+ in multi-year funding

Experience managing and developing high performing fundraising teams

Experience and proficiency using fundraising databases/CRM systems and analysing data

Track record of creativity and innovation in converting businesses into supporters and developing win-win partnerships that align business objectives with social and environmental causes

Desirable

Experience in the charity/non-profit sector including volunteer management

Experience and understanding of individual giving income streams including membership, community fundraising

Knowledge of legacy and trusts fundraising

Qualifications**Essential**

Bachelor's degree or equivalent experience

Membership of a relevant professional body (e.g. Chartered Institute of Fundraising)