

21 August 2024



Impact and Partnerships Manager – Global Returns Project

Job title: Impact and Partnerships Manager

Job type: Full-time or part-time

Salary: £26,000 - £31,000, depending on experience. Part-time salaries will be pro-rated.

Location: Centrally located, light and airy office with great views on Regent Street, London. Hybrid working possible, minimum 3 days per week in office.

Benefits: 25 days' holiday allowance, flexible working, occasional 1-2 days extra holiday for Christmas period.

Reports to: Chief Project Officer at the Global Returns Project

Timetable: Candidates will be considered on a rolling basis

Preferred start date: 23 September 2024

Introduction

Less than 2% of philanthropy goes to climate mitigation. We're working to change that.

The Global Returns Project is a UK-registered charity. Our mission is to make high-impact climate and nature philanthropy normal and easy in financial planning, investment management and corporate social responsibility. Our vision is a world where the best environmental charities have the funding to deliver vital solutions, especially before 2030.

Our plan is two-fold. First, we've made high-impact climate and nature philanthropy *easy* by assembling and reporting on a diverse portfolio of the world's best environmental charities. Second, we're making that philanthropy *normal* in sectors where it plays almost no role today. To do this, we partner with financial advisers, investment platforms, investment managers and corporate social responsibility teams.

We have made remarkable progress since launching in October 2020. We've already raised nearly £1 million for our portfolio of charities and partnered with 35 financial institutions and businesses.

And we're just getting started. We are ready to scale up rapidly and make a difference during this 'Decisive Decade' for our planet. This is an exciting opportunity to join our fast-moving climate start-up.

What we are looking for

We seek someone to expand our network of supporters and to help lead our rigorous charity selection and assessment processes.

The ideal candidate will approach C-suite executives and other industry leaders with confidence. They will think creatively about strategies for identifying potential institutional partners, attracting their attention, and transforming those relationships into funding for GRP's charities. They will be comfortable assuming responsibility for certain target audiences within our corporate and financial services markets.

The ideal candidate will relish the challenge of helping select and assess some of today's highest impact climate and nature charities. They will have the attention to detail necessary to maintain our charity selection methodology and dig into the details of the charities we support to report on their progress. They will be comfortable communicating effectively and respectfully with our stakeholders, including Board members, potential donors and leading environmental scientists.

Successful applicants will excel in multitasking and meeting ambitious deadlines as part of a supportive and friendly team in a fast-paced start-up work environment.

Skills required

Excellent written and verbal communication skills
Team-player
Time-management and self-organisation
Ability to take initiative, identify problems, and solve them creatively
Very high attention to detail
Excellent understanding of, and passion to address, climate change and biodiversity loss
Proficiency in Microsoft Excel

Skills preferred but not required

Academic experience in geography, Earth Sciences, sustainability or related fields
Understanding of the financial services industry
Customer Relations Management (CRM) experience (Salesforce, etc)

While selection will be based on merit, we recognise the importance of elevating underrepresented voices in climate action. We encourage applications from people with disabilities and people who are from ethnically or culturally diverse backgrounds from across the UK.

Main duties and responsibilities

Partnership-building (50% of work)

Support GRP's established partnership-building strategy, expanding to new audiences in line with approach devised by Head of Partnerships and Strategic Communications Manager
Support efforts to expand and strengthening GRP's relationships with UK financial intermediaries, including wealth managers, financial planners, financial advisers and financial coaches.
Assist in production of resources and materials for accelerating financial planning partnerships, including newsletters, CPD training programmes and workshops.
Other targeted outreach to potential institutional partners and individual donors, including:
 Lead conversion through meetings and presentations
 Coordination and communication with high-value institutional or individual leads

Charity research and impact reporting (40% of work)

Ongoing relationship management with GRP's current recommended charities
Six-monthly assessment and scoring of GRP's current recommended charities using our proprietary methodology
Production of detailed impact reports on GRP's current recommended charities every six months
Quarterly presentations to GRPs' Due Diligence Committee on our recommended charities, impact reports, etc
Maintenance and updating of GRP's selection/assessment methodology
Research on climate charities for possible addition to GRP's portfolio of recommended organisations

Customer relationship management (CRM) (10% of work)

Managing company databases, including tracking and managing donor information and regular reporting to the Board of Trustees. Relevant programmes include Salesforce, Mailchimp and the website backend.
No prior experience with these programmes required - training will be provided.

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Using data to facilitate ongoing monitoring and evaluation of the team's progress in fundraising, sales and marketing, and addressing points of inefficiency to optimise conversions.

Supporting website development and maintenance, including updating copy and visuals, and liaising with web developer.

Applicants should send both a CV and cover letter by email to the Chief Project Officer, Jack Chellman, at jack@globalreturnsproject.earth. Applications without a cover letter will not be considered. Please include the name, email and phone number of a reference we can contact.