National Landscapes Association
Role Description

Title	Development Officer (Partnerships & Fundraising)
Salary	£39,060 (pro-rata), plus a 10% non-contributory pension
Hours and conditions	Part time (3 days a week / 22.5 hours)
Location	Homeworking with some travel
Responsible to	Head of Partnerships and Fundraising

Key contacts
National Landscapes Association Chief Executive
National Landscapes Association Nature-based Solutions team
National Landscapes Association Staff team
National Landscapes teams
National Parks Partnership
External partners, funders and collaborators

Who we are seeking
You will be an enthusiastic and proactive development professional, looking to grow your experience in partnerships, fundraising and income diversification within a purpose-led organisation. You will bring experience of building relationships, supporting fundraising opportunities and contributing to income generation activities.

You will be confident engaging with a range of stakeholders, including corporate partners, grant-makers, other funders and wider partnership networks, and will be motivated to help secure investment into National Landscapes. You will have strong organisational and communication skills, with the ability to manage multiple opportunities and contribute to high-quality proposals and partnership development.

You will be comfortable working in a fast-paced, collaborative environment, supporting the Head of Partnerships and Fundraising and the wider Development Team, while also taking ownership of key activities such as outreach, proposal development and event engagement. Most importantly, you will bring a positive, solutions-focused approach and a genuine passion for supporting nature recovery and resilient landscapes.

Purpose
The Development Officer will support the delivery of the Association's income generation and partnership strategy, helping to diversify and grow funding streams across corporate partnerships, philanthropy, grants and strategic collaborations.

The role exists to support the identification, development and stewardship of partnerships, with a particular focus on outreach to secure private finance and build long-term relationships with partners, funders and investors.

You will play a key role in supporting the full partnership lifecycle, from prospecting and engagement through to proposal development, partnership management and delivery.

Main responsibilities

Outreach and pipeline development

- Support proactive outreach to corporate partners, trusts and foundations, other funders and investors to build a strong pipeline of opportunities.
- Research and identify potential partners and funders, both corporate and philanthropic, that are aligned with the Association's strategic priorities.
- Maintain and manage a pipeline of prospects, ensuring accurate tracking and follow-up.
- Support the development of tailored engagement approaches and partnership propositions.

New business and proposal development

- Support the development of high-quality partnership proposals, bids and pitch materials.
- Contribute to drafting compelling narratives and supporting materials aligned to corporate partner and grant giver interests, and organisational priorities.
- Assist in the coordination of the partnership development process, including internal inputs and approvals.
- Ensure alignment with National Landscapes strategy and funder requirements.

Partnership management and stewardship

- Support the management of existing partnerships, ensuring strong relationships and successful delivery against agreed outcomes.
- Act as a key point of contact for partners where appropriate, maintaining regular communication and engagement.
- Assist in monitoring partnership performance and impact, supporting reporting and review processes.
- Identify opportunities to grow and deepen existing partnerships.

Events representation, networking and engagement

- Attend and represent the Association at events, conferences and networking opportunities.
- Support the planning and delivery of events to engage partners and promote opportunities.
- Work with the communications team to develop materials that support partnership development and fundraising.
- Help raise the profile of National Landscapes as an investment opportunity within the nature and environmental sector.

Income diversification trend and insight monitoring

- Support the exploration of new income streams and partnership models, including private finance and blended finance approaches.
- Monitor market trends, funding opportunities (both corporate and philanthropic) and competitor activity to inform strategy.
- Contribute to internal discussions on income diversification and organisational sustainability.

Team support and collaboration

- Work closely with the Head of Partnerships and Fundraising, the Development Team and wider Association Team to deliver programme priorities.
- Contribute to a collaborative, supportive and high-performing team culture.
- Provide flexible support across the team as required.

Person specification

We welcome applicants from a broad range of backgrounds and experiences.

You are proactive, organised and relationship-focused, with a strong interest in partnerships, fundraising and environmental outcomes. You bring the ability to communicate effectively, manage multiple priorities and contribute to both strategic and delivery-focused work.

Essential

- Experience supporting partnerships, fundraising, philanthropic giving or business development activities.
- Experience identifying prospects and building and managing relationships with stakeholders, funders, partners or clients.
- Strong organisational skills, with the ability to manage multiple workstreams and priorities, coordinating processes where appropriate.
- Excellent written skills, with the ability to draft proposals for various audiences.
- Excellent verbal communication skills, with the ability to engage with and pitch to potential partners both at events and in meetings.
- Strong interpersonal skills and a collaborative approach.
- Ability to work independently and as part of a small team.
- Ability to prioritise work and meet deadlines.

Desirable

- Experience working within or alongside environmental, heritage or NGO sectors.
- Experience working with or supporting networks or coalitions.
- Understanding of UK funding landscapes, including public, philanthropic and corporate funding.
- Awareness of nature-based solutions, biodiversity or climate-related programmes.

Other

- Willingness to travel across the UK as required.
- Flexibility to work outside of regular office hours occasionally to accommodate partnership events or Board meetings.
- Commitment to in person team days.
- Commitment to continuous professional development.

Selection Process

Interviews will be held on Monday 14th December 2026.

National Landscapes Association is an Equal Opportunities employer. This means we will seek to ensure equality of treatment for all persons regardless of ethnicity, gender, age, marital status, disability, religion, sexual orientation, or economic status.

Secondments from partner or related organisations, or via a consultancy arrangement will be considered.

National Landscapes Association is passionate about investing in growing the talent of its staff and the wider National Landscapes family. We will appraise applications against the Essential and Desirable criteria for this post.

How we use your personal information

The information which we gather from you during the recruitment and selection process is retained and processed in accordance with the General Data Protection Regulation (GDPR).

Please note that by applying for employment, you are also agreeing to the National Landscapes Association processing such information as may be necessary to assess your application, provided that proper regard is had to the data protection principles in force.

If your application is successful, the information you provide will be retained and will form part of your personnel file. If you are not offered work with the National Landscapes Association, all documentation related to your application will normally be confidentially destroyed after a period of six months.