



## JOB DESCRIPTION

<b>Job Title</b>	Head of Partnership Development		
<b>Department</b>	Supporter Income and Engagement		
<b>Reports to</b>	Director of Partnerships		
<b>Location</b>	This role has a UK based contract and as such, you must have the right to live and work in the UK. You'll be required to work at your contracted office which will be; <b>The Living Planet Centre, Woking, Surrey, GU21 4LL</b> and will need to be able to commute to this location.		
<b>Job Level</b>	6		
<b>Flexibility</b>	WWF-UK operates a hybrid working arrangement with a minimum of 20% of contracted hours collaborating in-person with colleagues each month, with the balance being worked from home. Additionally, we have a flexible working policy which can be used to consider individual requests to tailor working patterns, whilst continuing to meet the needs of the role, team and organisation.		
<b>Safeguarding Level</b>	Level 1 - 2x employment references & sign declarations		
<b>Hours</b>	35	<b>FTE</b>	1
<b>Date</b>	22/5/24		

### CONTEXT OF ROLE

**We are the first generation to know we are destroying the world. And we could be the last that can do anything about it. This is your chance to join the fight for our world.**

With the scale of the challenge facing our natural world and our scale of ambition to halt and reverse nature's decline, we know we cannot succeed alone. Working with business to affect change is an essential part of WWF's strategy. By working with business and partners, we can catalyse action, change hearts and minds and create solutions in the fight for our world. To succeed, we need partnerships to deliver significant change on the ground where we can have greatest impact in restoring nature. Partnerships to help us better understand the problems and to find the solutions to tackle the threats facing nature. Partnerships to affect the policies and actions of business and governments alike to secure the best protection for nature. Partnerships to raise our voice, raise our profile and increase our relevance and presence, to help us grow support for our mission. And partnerships to raise awareness - that nature matters and it's not too late to act - and to change behaviours too, so we're doing all we can to restore nature in the fight to bring our world back to life.

The partnership development team is responsible for securing new impactful partnerships, in line with our new strategy, to catalyse change at scale, whilst growing support for our mission, raising vital funds for WWF's work, getting WWF into the daily lives of our potential supporters and inspiring millions to act.

Our partnership development team are fantastic collaborators, strategic thinkers, great relationship builders, successful fundraisers and results-driven team-players, committed to delivering impact at scale by brokering corporate relationships and securing new partnerships, whilst maximising their value and impact in line with our strategy.

## **MAIN PURPOSE AND SCOPE OF THE JOB**

The Head of Partnership Development is responsible for leading a team to forge new high impact, long term, strategic partnerships with major companies that can be a combination of transformational, brand and strategic philanthropy engagements. The role requires solid experience of delivering multiple six figure transformational partnerships, managing and leading a team, implementing a partnership development strategy, building a robust pipeline of prospects. The post holder will have the gravitas to represent WWF's on corporate partnerships internally and externally at C-suite level. The team has a circa £2.5-3 million annual income target as well as KPIs on business advocacy, business leadership and transformation, public reach and behaviour change.

## **KEY RESPONSIBILITIES AND ACCOUNTABILITIES**

- Implement a partnership development strategy, clarifying sectors, approaches income diversification plans and value proposition
- Attract, retain and motivate a high performing team, that espouse WWF values
- Develop the expertise of the Partnership Development Team to construct compelling pitches and proposals that respond to commercial drivers that help to build new partnerships that maximise income and impact for WWF
- Play a key role in the Partnerships Leadership Team on wider partnership opportunities and issues – as part of a 'one team approach' that improves well-being, resilience and delivery of the team operational plan and streamlines ways of working
- Proactively build strong, effective and trusted relationships with senior executives at prospect companies that can enable the team to close win/win partnerships
- Nurture strong relationships with WWF internal departments, who may have differing priorities, in order to deliver strategic partnerships in line with WWF-UK's organisational objectives
- Represent WWF partnerships at external and internal presentations positively reinforcing our position as a sector-leading partnerships team with partnerships that drive systems change
- Support team to negotiate strong partnership terms that meet both WWF and the partner's objectives
- Support team to undertake comprehensive due diligence and risk analysis that can also inform how we partner
- Develop a broad knowledge and understanding of WWF's strategic priorities and the wider business agenda in relation to climate and nature, to ensure key WWF issues and viewpoints can be expressed confidently at a senior level in meetings
- Draft high-quality proposals for senior management internally and externally that present well balanced arguments
- Liaise with WWF Network Offices, representing WWF-UK interests and keeping colleagues updated on the development of global partnerships

- Work closely with the Heads of Managed Partnerships to ensure that all new corporate partners are integrated successfully into the ongoing account management structure and are resourced and budgeted for effectively

## **PERSON SPECIFICATION**

### **EXPERIENCE, QUALIFICATIONS & KNOWLEDGE**

- Educated to degree level or equivalent
- Experience of leading a team, designing and implementing a strategy and securing high value partnerships in the multi millions, ideally in a commercial or INGO setting
- Track record of working at a senior leadership level within an organisation and engaging at a CEO and Director level, with a good network of contacts
- Solid understanding of the corporate sustainability, ESG and purpose agenda
- Experience of working in an advocacy or thought leadership context desirable
- Experience in proposal development, budgeting and contracting
- Understanding of – and passion for – the WWF mission and brand
- Knowledge of working with finance, FMCG, food or tech sectors desirable
- Marketing, communications or brand experience also desirable

### **SKILLS AND COMPETENCIES**

- Accomplished presentation and communication skills, (Powerpoint, written and verbal)
- Sophisticated negotiation, influencing and diplomacy skills
- Proactive, tenacious and results driven, demonstrating strong commercial acumen
- First rate interpersonal skills, with enthusiasm and drive to be part of a successful team
- Ability to synthesise complex information and present to different audiences in a way that cuts through
- Willingness to accept change and new ideas and able to come up with new/different ideas and approaches in order to meet challenges
- Ambitious with a determination to achieve significant impact through partnerships in line with the strategy of the organisation, whilst bringing colleagues with you throughout
- A natural team player, effective leader and collaborator, who is committed to the values of WWF
- Experienced manager with a can-do attitude and passion for developing teams

### **WWF-UK'S VALUES**

WWF-UK's values are: 'Courage', 'Integrity', 'Respect', and 'Collaboration'. These values should be embedded in your work and behaviour, and any associated policies and processes adopted consistently.

*WWF UK are committed to an inclusive and accessible recruitment process. As a Disability Confident Employer, we acknowledge that some candidates may require additional support to overcome barriers experienced during the application process. If you require any reasonable adjustments to support your application or interview, please reach out to the Talent Acquisition team via [recruitment@wwf.org.uk](mailto:recruitment@wwf.org.uk).*

***This document sets out key responsibilities of the role and is not intended to be an exhaustive list of tasks and duties. We reserve the right, at our sole discretion, to reasonably vary the responsibilities from time to time depending on the needs of the organisation without changing the level of the role.***