



JOB DESCRIPTION

Job Title	Partnership Manager		
Department	Partnerships		
Reports to	Senior Partnership Manager		
Location	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 The Living Planet Centre, Woking, Surrey, GU21 4LL and will need to be able to commute to this location.		
Job Level	4		
Flexibility	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.		
Safeguarding Level	Level 1 - 2x employment references & sign declarations		
Hours	35	FTE	1
Date	March 2024		

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 challenges facing our planet, we know we cannot succeed alone. Our success depends on effective partnerships with the game-changers, bold thinkers, innovators and disruptors, who will join us in tackling the pressing threats facing our world.

We need partnerships to help us better understand the problems and to find the solutions to tackle the threats facing nature, to affect the policies and actions of business and governments to secure the best protection for nature. And partnerships to raise our voice - that nature

matters and it's not too late to act – to help change behaviours, so we're doing all we can to restore nature.

WWF-UK has a growing portfolio of sector-leading, long-term partnerships with companies including Sky, HSBC, Vodafone, and Reckitt, to name just a few. We have ambitious targets to halt the decline of nature and reverse its loss. This requires ambitious partnerships, which deliver to income, influence and advocacy objectives, allowing us to scale our impact.

Sitting within the Partnerships team, the Partnerships Management Unit is responsible for delivering and growing our portfolio of existing corporate partnerships with a view to maximising the strategic value of each partnership through securing income, influence, communication, and impact in line with our bold new strategy.

MAIN PURPOSE AND SCOPE OF THE JOB

As a Partnership Manager you be responsible for managing a portfolio of partnerships, leading key projects to deliver excellent partnership management and growing our relationship with a view to maximising its strategic value through income, influence, communication, and impact.

KEY RESPONSIBILITIES AND ACCOUNTABILITIES

- Managing the day-to-day delivery and growth (including renewals) of one or more existing WWF UK corporate partnerships, or partner marketing campaigns
- Proactively developing strong relationships with corporate partners across all levels and functions of the organization, seeking opportunities for development across advocacy, programmatic and communications objectives.
- Ensuring strong relationships internally at WWF-UK and with the wider WWF network as required to support the delivery of partnerships.
- Matrix managing the partnership/s core team to ensure effective delivery of objectives, working effectively with partner contacts and agencies.
- Ensure effective monitoring, evaluation, and reporting of partnerships to meet partner requirements.
- Oversight of budgeting, income, and expenditure for your partnerships, working closely with the Finance team
- If assigned, work closely with the Partnership Development team to take on new partnerships from initial contract stage.
- Working effectively with a Corporate Partnership Executive as necessary on specified tasks
- Lead on team wide projects as requested.

PERSON SPECIFICATION

EXPERIENCE, QUALIFICATIONS & KNOWLEDGE

- Experience of account management in a commercial or charity setting
- Comprehensive understanding of the corporate sector and of building impactful long-term partnerships to deliver value on multiple levels.
- Corporate fundraising and staff engagement experience desirable
- Experience of marketing, particularly cause marketing associations and sponsorships, working with partner agencies is highly desirable.
- Knowledge of key issues in conservation and sustainability
- Prior corporate or consultancy experience desirable
- Experience working internationally and with other cultures desirable.

SKILLS AND COMPETENCIES

- Excellent planning, project management, presentation and communication skills
- Negotiation and diplomacy skills to enable networking and fundraising at the highest corporate level.
- Ability to work collaboratively with colleagues from different internal functions.
- Proactive, results driven approach.
- Ability to work with colleagues from across the world.
- Committed to the values of WWF, and passionate about driving the success of the Partnerships team and meeting WWF objectives.

WWF-UK'S VALUES

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

WWF UK is 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.

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.