



JOB DESCRIPTION

Job Title	Partnership Development Manager		
Department	Support Income & Engagement		
Reports to	Head of Partnership Development		
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 one of; 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.		
Checks required	<p>Safeguarding Level</p> <p><i>WWF-UK believes anyone who is involved in our work or connected to it, especially children, should be safe from harm. Our first priority will always be to safeguard anyone at risk of harm or abuse. WWF-UK operates robust recruitment practices to ensure candidates for all roles are suitable. Our process includes values-based questions during interviews and annual performance reviews, reference checks that we verify orally, criminal records checks (at the appropriate level) and pre-employment declarations. We do not tolerate any form of abuse or exploitation and act robustly to any allegations or concerns.</i></p>		
Hours	35	FTE	1
Date	04/12/2023		

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 incredible 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.

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, successful fundraisers and results-driven team-players, committed to delivering impact at scale by brokering corporate relations and securing new partnerships, whilst maximising their value and impact in line with our strategy.

MAIN PURPOSE AND SCOPE OF THE JOB

The Partnership Development Manager is responsible for forging new, high impact, long-term partnerships with mid to large sized companies. The role requires a solid understanding of the corporate sector and direct experience of successfully securing impactful partnerships to deliver to

WWF's strategic goals and meeting partner's objectives too. Responsible for contributing to the partnership development team's annual income target of £2.5m per year, the role-holder is expected to offer considerable business development experience, with the ability to represent WWF externally at a senior level, to build high-level relationships and successfully lead the development of new partnerships from start to finish. The partnership development team sits within the wider corporate partnerships team which is forecast to bring in £17m this financial year.

KEY RESPONSIBILITIES AND ACCOUNTABILITIES

- Manage a personal portfolio of major corporate prospects, make cold approaches and forging relationships
- Construct and deliver creative and compelling pitches and proposals to secure support for WWF's mission (with support from senior team); maximizing income, impact and influence opportunities through partnership
- Negotiate strong partnership terms that meet both WWF and the partner's objectives
- Undertake comprehensive due diligence and risk analyses
- Develop a broad knowledge and understanding of WWF's strategic priorities and the wider business sustainability agenda, to ensure key WWF issues and viewpoints can be expressed confidently at a senior level in meetings
- Proactively develop strong and effective relationships with other parts of the organisation, which may have differing priorities, in order to deliver partnerships in line with WWF-UK's organisational objectives
- Represent WWF at external events, conferences and meetings as required

PERSON SPECIFICATION

EXPERIENCE, QUALIFICATIONS & KNOWLEDGE

- Experience of securing corporate partnerships in a commercial or charity setting
- Firm understanding of the corporate sustainability and purpose agenda
- Experience of working with finance, FMCG, food or tech sectors desirable
- Knowledge of key issues in conservation and sustainability
- Corporate fundraising, CRM partnerships and staff engagement experience desirable
- Experience working internationally and with other cultures desirable.

SKILLS AND COMPETENCIES

- Excellent strategic thinking, planning, presenting and communication skills are essential
- Ability to take ownership of specific pieces of work
- Excellent negotiation and diplomacy skills
- Proactive, results driven approach
- Excellent interpersonal skills, enthusiasm and drive to be part of a successful team
- A can-do attitude with a solutions focus
- Willingness to accept change and new ideas and able to come up with new/different ideas and approaches in order to meet challenges.
- A natural team player and effective collaborator, who is committed to the values of WWF

WWF-UK'S VALUES

WWF-UK's values are: 'We are courageous', 'We are passionate', 'We are collaborative', and 'We are guided by science and inspired by the wonders of nature.'

These values should be embedded in your work and behaviour, and any associated policies and processes are adopted consistently.

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.