



Partnerships Manager – Job Description

About Ocean Generation

Ocean Generation is a UNESCO-endorsed Ocean education charity turning Science into Storytelling. We make Ocean Literacy accessible through film, pop-culture, and education programmes that empower practical action. Most people grow up unaware that the Ocean is keeping us all alive: Ocean Generation exists to change that.

Established in 2009 by film producer Jo Ruxton MBE, our award-winning documentary 'A Plastic Ocean', was named by Sir David Attenborough as "one of the most important films of our time" and ignited mass public awareness about the impact of plastic pollution. Today, we address a full range of human-made threats impacting the Ocean, with a particular focus on programmes for young people across the world.

Our Ocean Intelligence approach, how we translate complex Ocean science into engaging content through Science and Storytelling, has been endorsed by the Intergovernmental Oceanic Commission of UNESCO as a project under the UN Decade of Ocean Science for Sustainable Development.

Our **vision** is a world where society understands, values and acts for the Ocean.

Our **mission** is to improve Ocean Literacy by translating complex science into engaging content, programmes and practical actions.

Role Summary

At Ocean Generation, we are looking for a commercially minded, proactive and hands-on Partnerships Manager to grow and manage a portfolio of existing corporate supporters and selected trust funders, while developing new partnerships that deliver sustainable income. This is an exciting opportunity to play a key role in helping Ocean Generation achieve its strategic charitable objectives by building meaningful partnerships that support our mission to improve Ocean Literacy and empower action for a healthier Ocean.

You

You are a confident relationship builder with experience in corporate fundraising, partnerships, new business development or account management. You are organised, self-motivated and comfortable working in a small, collaborative charity

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where you can take ownership of your portfolio while contributing to the wider fundraising strategy. You have excellent communication and proposal writing skills, a proactive approach to identifying opportunities, and a passion for building partnerships that create lasting impact.

Key Responsibilities

Account Management & Stewardship

- Manage and grow a portfolio of corporate partners and selected trusts and foundations, delivering excellent relationship management, stewardship and reporting.
- Prepare and deliver high-quality partnership reports, impact updates and funding reports that demonstrate the value of support and strengthen long-term relationships.
- Act as the Funding Relationship Lead for their portfolio, ensuring reporting commitments, stewardship activity and internal coordination are managed throughout the life of each partnership or grant.
- Identify opportunities to renew, grow and enhance existing partnerships, maximising income and engagement.
- Maintain accurate partnership activity, reporting deadlines and pipeline information within Salesforce, monitor partnership performance, manage the fundraising pipeline, and contribute to income forecasting and pipeline reporting.
- In addition to partnership management responsibilities, manage community fundraising activities and events when required, contributing to the wider fundraising programme.

Business Development & Income Generation

- Develop and secure new corporate partnerships by identifying, cultivating and converting prospective supporters into long-term partners.
- Prepare compelling funding proposals, partnership pitches and applications tailored to corporate and trust funding opportunities.

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- Develop attractive ESG partnership opportunities and other funding propositions that align with Ocean Generation's mission and strategic priorities.
- Work closely with the Co-Executive Director (Partnerships) and Philanthropy Lead to identify, develop and secure strategic fundraising opportunities.

Partnership Activation & Organisational Collaboration

- Collaborate with colleagues across the organisation to develop engaging partnership opportunities and ensure the successful delivery of partner benefits.
- Work with the Communications team to create partnership resources, campaigns, newsletters and impact content/case studies that strengthen engagement and increase visibility.
- Ensure fundraising activity complies with charity regulations, fundraising best practice, and Ocean Generation's values and ethical standards.
- Contribute as a proactive member of a small, agile team, supporting colleagues and identifying opportunities to maximise the impact and profile of fundraising activity.

Skills & Experience Required

Essential

- Experience in corporate fundraising, partnerships, business development/sales or account management.
- Proven ability to secure, manage and grow fundraising partnerships to achieve income targets.
- Excellent relationship management, communication and proposal writing skills.
- Strong organisational skills, with experience using a CRM and managing multiple priorities.
- Commercially minded, proactive and able to work independently within a small team.
- Confident interpreting budgets and fundraising performance data.

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Desirable

- Some experience working with trusts and foundations and/or major donors.
- Knowledge of ESG, CSR or corporate fundraising partnerships.
- Experience using a fundraising CRM such as Salesforce, Beacon or Raiser's Edge.
- An interest in environmental or conservation issues and a commitment to Ocean Generation's mission.
- Educated to degree level or equivalent professional experience.

Conditions

- **Reports to:** Nadia Mason, Co-Executive Director (Partnerships)
- **Salary:** £30,000 – £35,000 per annum, depending on experience.
- **Contract:** Permanent.
- **Working Hours:** This is a full-time role based on a 37.5-hour working week, normally worked across five days. We will also consider applications from candidates seeking a part-time equivalent over four days. We are committed to flexible working and operate core collaboration hours of 10am–4pm, Monday to Thursday. Outside of these core hours, employees have flexibility over when they work their remaining hours, subject to the needs of the organisation.
- **Working Environment:** Ocean Generation is a digital-first, home-based organisation, enabling us to maintain a geographically dispersed and diverse team while maximising our investment in our charitable aims. We value the benefits of occasional face-to-face collaboration for team wellbeing and effectiveness.
- **Location:** This is a remote role and candidates may be based anywhere in the UK. As there is no permanent office, you will work from home, although candidates located within reasonable travelling distance of London may be preferred due to occasional meetings. Proof of the right to work in the UK will be required.
- **Travel:** Occasional UK travel, including overnight stays, will be required. All reasonable travel and accommodation expenses incurred in carrying out your role will be reimbursed.



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- **Holiday:** 25 days' annual leave (pro rata for part-time employment), plus bank holidays.
- **Pension:** Ocean Generation operates a workplace pension scheme. Eligible employees will be automatically enrolled in accordance with statutory requirements.

Application Deadline

5pm on Thursday 6 August 2026.

We will review applications as they are received and reserve the right to close this vacancy early should sufficient applications be received. Early applications are therefore encouraged.

Hiring Policy

Ocean Generation is committed to being an inclusive and equal opportunities employer. We welcome applications from people of all backgrounds. If there is anything we can do to make the application or interview process more accessible, please let us know.