



About Planet Patrol:

Our vision is a world where all beings can enjoy our waterways, free from pollution. We are a global community dedicated to placing people-powered environmental data at the heart of decision-making. Through our unique anywhere, anytime, anybody approach to citizen science, we gather critical evidence of water and litter pollution to drive solutions that protect both environmental and human health. Our data and citizen science methods have been featured in academic journals (Stanton, et al., 2022) and media investigations (Channel 4 and ITV), enhancing public and scientific knowledge of litter pollution.

We are now at a pivotal moment of growth and evolution. This means you must thrive in a start-up environment and have a can-do attitude to problem solving. You'll be one of only a handful of employees and a team of excellent freelancers. This is a great opportunity to really shape the organisation and our impact. Whilst this role is fixed term, we hope to secure enough funding to make the role permanent.

Partnership Manager

Role details: Remote with travel expected at least once per week.

Salary: £35,000 FTE

Hours per week: 30 hours (4 days per week)

Terms: One year fixed term contract with the potential to become permanent based on funding.

Overview:

Join Planet Patrol as our Partnership Manager, responsible for cultivating key relationships, driving business development, and securing funding through innovative partnership strategies.

Planet Patrol is seeking a Partnership Manager who is great at growing existing relationships and spotting new opportunities too! You'll manage and develop our key partnerships with some big brands. Critically, you'll also be the first point of contact for new partner enquiries. Whilst the majority of your time will be spent working with brands, you'll need to lead on a handful of grant applications too. This means that you'll have a varied and fast paced role that has huge potential for growth. You won't be put off by a funding target, in fact you thrive in the sales environment and love the

adrenaline high when you secure funding. We need someone that is persuasive, resilient and most importantly passionate about what we do. If this sounds like you, get in touch!

Key responsibilities:

- **Relationship Management:** Cultivate and sustain strong relationships with current partners and identify potential new ones to achieve mutual goals.
- **Account Management:** Oversee the smooth operation of each partnership by developing strategic plans, addressing challenges, and ensuring continued alignment.
- **Business Development:** Proactively identify opportunities for expanding existing partnerships and forging new ones. Attend in-person meetings, key Planet Patrol events and networking events to strengthen our market presence.
- **Performance Management:** Track and evaluate partnership outcomes, using insights to make data-driven adjustments that optimise success. Experience in content creation and editing tools is desirable.
- **Enquiry Management:** Serve as the first point of contact for all partner-related enquiries, streamlining communications for maximum efficiency and impact.
- **New Business:** Research, negotiate, and finalise new partnership agreements and grant funding applications. Identify and collaborate on drafting persuasive and impactful funding proposals.

Role requirements:

- A minimum 2 years managing partnerships and delivering strategic outcomes in a fast-paced, start-up environment.
- Experience in grant funding and crafting compelling funding proposals is highly desirable.
- A demonstrated ability in securing and managing partnerships valued at approximately £100,000.
- A natural networker, you'll be great at building relationships.
- Passionate about the environment and the importance of data.
- Experience in account management and stakeholder engagement.
- A commitment to diversity, equality and inclusion.
- Be able to communicate effectively with partners and other departments.
- Be able to identify problems and come up with solutions.
- Legal right to work in the UK without visa sponsorship.

What We Offer:

Planet Patrol values collaboration, innovation, and a healthy work-life balance. That's why we're proud to be a 4-day week employer. We offer a flexible, remote working environment, paired with regular opportunities to connect as a team. We're a vibrant, mission-driven non-profit that supports professional growth, alongside wellbeing. We offer a generous annual leave package, your birthdays off and encourage you to get out into nature whenever possible.

Please submit your CV and covering letter, highlighting your suitability for the role, via Charity Jobs. Applications close **midnight Sunday 16 March. First stage interviews will be held on **Thursday 20 March**.**

Find out more at <https://planetpatrol.co/>