Tyne Rivers Trust

Made possible with Heritage Fund

Applicant pack

Head of Philanthropy and Partnerships

Building the relationships and investment that will shape the future of our rivers

Salary
From £50,000 / negotiable

Location
Corbridge / hybrid

Hours
37 hours / flexible

Contract
Permanent

This role is made possible with The National Lottery Heritage Fund. Thanks to National Lottery players, we are strengthening our team and increasing our capacity to protect and restore rivers across the region.

Better River, Better Region, Better Life

Welcome to Tyne Rivers Trust

A message from our CEO

Sophia Stovall
Chief Executive Officer

Thank you for your interest in joining Tyne Rivers Trust. Together, we're restoring and protecting the rivers and coast across the Tyne and Northumberland catchments – for nature, for people and for future generations.

About Tyne Rivers Trust

Tyne Rivers Trust (TRT) is a registered charity that works throughout the Tyne and Northumberland River catchments to protect and enhance the environment for the benefit of people who live in and visit the area. Our staff and volunteers undertake practical projects to tackle environmental problems, improve water quality, and enhance community wellbeing. We also work with local schools, community groups, and the public to educate them on the environment and inspire them to make positive changes.

In 2025, Tyne Rivers Trust expanded its remit to include the Northumberland Rivers catchment, extending the Trust's geographical reach from the River Tyne northwards to Berwick-upon-Tweed. This represents a significant step in TRT's growth, increasing both its environmental impact and the scale and complexity of its projects, partnerships and operations across the North East.

Our mission

To restore and reconnect river systems through evidence, partnership and practical action; to convene and coordinate across sectors; and to champion the river as a foundation for nature, communities and the regional economy.

A note to potential applicants

Our priority is finding the very best talent and the right person to join our team at this exciting time.

Please talk to us before discounting this role as a right fit for you.

The Opportunity

Head of Philanthropy and Partnerships

Role at a glance

SALARY	From £50,000, with flexibility for the right candidate
LOCATION	Shawwell Business Centre, Corbridge, with hybrid working
HOURS	37 hours; 0.8 FTE and other flexible patterns considered
CONTRACT	Permanent
REPORTS TO	Chief Executive Officer

Job purpose

The Head of Philanthropy and Partnerships will lead the development and delivery of Tyne Rivers Trust's philanthropic income and strategic partnerships.

Working closely with the CEO, senior leadership team and colleagues across the Trust, you will cultivate high-value relationships, drive sustainable income and position TRT as a leading environmental charity across the Tyne and Northumberland catchments and beyond.

You will lead relationships with trusts and foundations, businesses, corporate partners, statutory bodies and major donors, while ensuring that fundraising and partnership strategies support TRT's mission, business plan and long-term sustainability.

As part of the Senior Leadership Team, you will provide strategic and operational leadership, ensuring opportunities are recognised and developed across the organisation.

The next chapter

Tyne Rivers Trust is entering an important period of growth and organisational development.

Our expanded geography brings greater opportunities to form influential partnerships, attract investment and create ambitious programmes capable of delivering impact across whole river catchments.

This is a pivotal leadership role with the scope to shape TRT's fundraising strategy, deepen its regional influence and build the long-term relationships and income needed to realise our ambitions.

Shape our future

A strategic role with organisation-wide influence

Leadership with purpose

This is an opportunity to play a defining role in Tyne Rivers Trust's next chapter.

You will build influential relationships across environmental, public, charitable and commercial sectors, turning shared ambition into investment, partnership and collective action.

As part of the Senior Leadership Team, you will help shape TRT's wider strategy, organisational development and external profile.

What's coming

Tyne Rivers Trust is developing a more ambitious and diversified approach to income generation, with philanthropy and strategic partnerships central to its future.
You will help shape a new fundraising strategy, strengthen our pipeline of supporters and develop opportunities across trusts, foundations, major donors, businesses, statutory funders and special initiatives.
You will not simply deliver an existing programme – you will have the freedom and influence to build what comes next.

Influence, ownership and growth

You will have the opportunity to:

- Shape TRT's philanthropy, partnerships and income-generation strategy.
- Build a sustainable pipeline of high-value donors, funders and partners.
- Lead major-donor, corporate and partnership fundraising initiatives.
- Develop co-funding and joint-investment opportunities across sectors.
- Lead and grow the philanthropy and partnerships team.
- Influence organisational strategy as part of the Senior Leadership Team.
- Agree a personal training and development plan through the appraisal process.

What you'll be doing

Build partnerships, investment and long-term support

Strategic Leadership and Partnerships

- Develop strong, productive relationships with public bodies, charities, businesses, funders and communities.
- Provide strategic leadership for the Tyne and Northumberland Catchment Partnerships, ensuring they operate effectively and align with TRT's objectives.
- Support effective partnership structures, sub-groups and thematic networks.
- Identify and develop new strategic relationships that support TRT's mission and growth.
- Ensure partnership activity aligns with organisational strategy and delivers shared value.

Philanthropy and Income Generation

- Lead the development of TRT's philanthropic and high-value income opportunities.
- Shape and deliver the Trust's fundraising strategy and approach to income diversification.
- Build sustainable pipelines across major donors, trusts, foundations, corporate and statutory funders, partnerships and special events.
- Design and deliver major-donor, corporate and partnership fundraising initiatives.
- Develop compelling cases for support with colleagues across the organisation.
- Identify and facilitate co-funding and joint-investment opportunities.

Planning and Performance

- Translate fundraising strategy into a clear delivery roadmap, milestones and KPIs.
- Lead delivery against agreed annual plans and income targets.
- Maintain a clear pipeline of prospects, projects and investment opportunities.
- Use insight, evidence and research to demonstrate potential for long-term income growth.
- Ensure effective use of CRM and data systems to support relationship management and reporting.

Why this matters

This role will help turn TRT's ambition into sustainable income, stronger partnerships and long-term impact for rivers and communities.
By building the right relationships and investment pipeline, you will help give the Trust the confidence and resources to plan further ahead, respond to new opportunities and deliver at greater scale.

Extend our influence

Impact, engagement and organisational leadership

Impact and Communications

- Lead the development of partnership communications and supporting platforms.
- Oversee the production of an annual Impact Report and regular reporting for partners and funders.
- Ensure cases for support clearly communicate TRT's environmental and community impact.
- Contribute to TRT's external profile, influence and reputation.
- Work with colleagues to ensure fundraising and partnership communications are clear, consistent and compelling.

Community and Stakeholder Engagement

- Help partners engage communities with their local rivers and build grassroots support.
- Facilitate inclusive participation across a wide range of interests and perspectives.
- Represent TRT at senior meetings, conferences, networking opportunities and events.
- Act as an influential ambassador for TRT and its mission.
- Support integrated catchment planning with TRT's technical team and partners.

Organisational Contribution

- Lead and support the philanthropy and partnerships team as it grows.
- Work closely with the CEO, Chief Scientist and Technical Director, and wider Senior Leadership Team.
- Build strong relationships across TRT so that opportunities are identified and developed collectively.
- Support organisational development and effective cross-team collaboration.
- Embed equality, diversity and inclusion throughout partnership and fundraising activity.

Detailed Objectives

Personal objectives will be agreed through the annual appraisal process and reviewed annually. These may include additional responsibilities directed by the CEO, Chief Scientist or Technical Director, provided they are broadly consistent with the role.

Shared objectives will contribute to organisational priorities and business development.

What you'll bring

We value ambition, influence and a passion for impact

Essential

FUNDRAISING LEADERSHIP
Proven experience developing fundraising or income-generation strategies and securing significant six-figure income from a mix of sources.

PARTNERSHIPS & INFLUENCE
Experience leading strategic partnerships or stakeholder networks and building trusted senior-level relationships.

STRATEGY & DELIVERY
Able to identify compelling funding opportunities and translate strategy into plans, targets and results.

COMMUNICATION
An influential communicator, able to create persuasive cases for support, reports and materials for varied audiences.

LEADERSHIP
Experience managing and developing colleagues and contributing effectively at senior leadership level.

KNOWLEDGE
Understanding of philanthropy, partnership working, income diversification and cross-sector environmental delivery.

PRACTICAL
Full UK driving licence, access to a vehicle and willingness to travel regularly, including occasional overnight and out-of-hours work.

Desirable

HIGH-VALUE PHILANTHROPY
Experience securing seven-figure gifts or investments and working with major donors, trusts, foundations or corporate partners.

ENVIRONMENTAL SECTOR
Knowledge of environmental policy, catchment management, funding mechanisms or collaborative river restoration.

REGIONAL EXPERIENCE
Knowledge of the North East's environmental, social and economic context.
Experience developing partnerships across a large or expanding geography.

DATA & DIGITAL
Experience using CRM or data-management systems to manage relationships, pipelines and performance.
Confident using Word, Excel, PowerPoint and professional digital channels, particularly LinkedIn.

Personal Attributes

- Ambitious, strategic and purpose-driven.
- Diplomatic, credible and influential.
- Proactive, resilient and commercially aware.
- Collaborative, approachable and inclusive.
- Passionate about environmental and community impact.
- Committed to TRT's values, equality, diversity and inclusion.

Our offer

Flexibility, influence and the opportunity to shape our future

Bring your ambition. Build lasting impact.

This is a pivotal opportunity to shape TRT's fundraising and partnership strategy, build influential relationships and create the sustainable income needed to deliver greater impact for rivers and communities.

Flexible working

Strategic influence

Build and lead

Organisation-wide impact

Purpose-led role

Let's start a conversation

Salary starts from £50,000, with flexibility for the right candidate.

We recognise that strong candidates will bring different expertise and experience. We are open to discussing how the role, salary and working arrangements could be shaped around the right person.

For an informal and confidential conversation with our CEO, Sophia Stovall, please contact Jo Wilkes by email or call 07513 721763.

Additional information

- Full-time hours are 37 per week; 0.8 FTE and other flexible patterns will be considered.
- Regular catchment travel is required, with occasional UK travel, overnight stays and out-of-hours work.
- TRT has two pool vehicles. The postholder must be able to drive and may use their own vehicle, with expenses reimbursed.

How to apply

Please send your CV and a covering letter outlining your interest in the Head of Philanthropy and Partnerships role and how your experience, approach and strengths align with the opportunity to Jo Wilkes, Business Administrator, at **j.wilkes@tyneriverstrust.org.**

Key dates

Closing date: **Sunday 6 September 2026**
Interviews: **From Monday 14 September 2026**

Tyne Rivers Trust welcomes applications from people of all backgrounds and communities. Please let us know if you require reasonable adjustments or an alternative application format.