



JOB DESCRIPTION

STRATEGIC CORPORATE PARTNERSHIPS MANAGER



SAVING SPECIES FROM EXTINCTION | WWW.DURRELL.ORG

DURRELL WILDLIFE CONSERVATION TRUST is a Registered Charity with the Jersey Charity Commissioner, registered charity number: 1
DURRELL WILDLIFE CONSERVATION TRUST - UK is registered in England and Wales. A charitable company limited by guarantee. **REGISTERED CHARITY NUMBER** 1121989
REGISTERED COMPANY NUMBER 6448493 **REGISTERED OFFICE** c/o Intertrust Corporate Services (UK) Limited, 1 Bartholomew Lane, London, EC2N 2AX

INTRODUCTION TO DURRELL

Durrell Wildlife Conservation Trust is an international charity working to save species from extinction. Headquartered in Jersey in the Channel Islands, Durrell focuses on the most threatened species in the most threatened places.

Established by author and conservationist, Gerald Durrell, in 1959, Durrell delivers its conservation mission through our three integrated core areas of operation:



**A centre of excellence
in animal husbandry,
research, training and
education**



**Training future
conservation practitioners
and monitoring and
evaluating conservation
science which underpins
all Durrell activities**



**Conservation action
where it is needed most**

With a track record of 60 years, Durrell leads some of the world's longest running and most successful species and habitat recovery programmes. The quality of our work is equally as important as how we deliver it. Our values, underpin how we approach our work and the work environment we create.

OUR VALUES

PURPOSEFUL

We are clear on why we do what we do, are connected as an organisation, we understand and demonstrate enabling / delivery, we are passionate about what we do and work tirelessly to achieve it.

ACCOUNTABLE

We are accountable for our actions; we act with integrity and always have the best interests of the Trust at heart. We take it upon ourselves to update our knowledge and deliver excellence, and our ethics are of the utmost importance.

SUPPORTIVE

We develop and encourage our staff, we work as a team, work well with other departments and trust and respect each other. We promote a learning culture, treat people fairly, encourage diversity in the workplace, and value the opinions and views of others.



JOB PURPOSE

This role is responsible for identifying and developing long-term, multi-faceted corporate partnerships for Durrell Wildlife Conservation Trust (DWCT). This new position in the fundraising team is to generate sustainable income for DWCT's vision of a wilder, healthier, more colourful world and provide an opportunity for DWCT to raise its brand profile in the UK and further afield. This role is crucial in supporting the rewilding of the newly acquired Dalnacardoch estate in Scotland, while contributing to the overall fundraising goals of DWCT.

STRATEGIC CORPORATE PARTNERSHIPS MANAGER

DEPARTMENT
Communications and Fundraising

CONTRACT
Full Time

HOURS
Full Time

REPORTS TO
Head of Fundraising

LOCATION
UK home based or Jersey



KEY RESPONSIBILITIES

- Define DWCT's approach to strategic corporate partnerships, identifying opportunities and developing a creative, yet strategic proposition to attract appropriate partners.
- Work closely with teams across the Trust to identify priority funding needs and opportunities for partnership support.
- Develop strategy for identifying, soliciting, cultivating and stewarding a portfolio of corporate partners who have clear alignment with DWCT brand and values.
- Cultivate and secure strategic partnerships with businesses and brands to create innovative and mutually beneficial fundraising campaigns and initiatives of £100,000 + per annum.
- Develop comprehensive and compelling proposals that align with the objectives of DWCT and the potential funding sources.
- Develop a framework to identify, protect and enhance DWCT's brand value, and subsequently implement a policy to manage our brand licensing.
- Manage the production of proposals, cases for support, presentations and other materials necessary to secure new partnerships.
- Develop strong relationships with existing partners, ensuring their ongoing engagement and commitment.
- Work closely with the communications team to discuss communications commitments for any new or existing partnership and develop materials as agreed.
- Ensure the CRM database is up to date, records are accurate, and opportunities are swiftly followed up
- Report progress on new partnerships and future pipeline to senior colleagues
- Undertake thorough due diligence checks for all new partners and ensure that Durrell's reputation and brand value is protected.
- Responsible for a fundraising income target, and working with programme delivery and finance teams to ensure monies raised through corporate partnerships are spent as per agreement
- Ensure compliance with regulatory, legal and financial matters relating to corporate partnerships – especially around contracts and written agreements
- Keep up to date with sector knowledge regarding corporate fundraising techniques, resources and donor trends.
- Follow best practice and comply with relevant legislation and fundraising regulations.
- Participate in the day-to-day work of the organisation – such as reporting, attending team meetings and events as required, and taking a flexible approach to general administrative and support tasks.
- Represent the organisation at events, conferences, and meetings
- Contribute to the wider fundraising team, taking a proactive approach to working in a high performing and collaborative environment.

KNOWLEDGE, SKILL AND ABILITY

- Significant experience and expertise in Corporate Partnerships Management within the Charity sector with a proven outstanding track record of successfully securing long term partnerships over £100k per annum.
- Experience of brand/product licensing would be beneficial.
- Experience of carrying out due diligence on corporates.
- Experience in writing project proposals, applications and impact led reports.
- Relationship building experience across diverse stakeholder groups.
- Experience of managing supporter data through a CRM system (RE/NXT would be an advantage).
- Excellent written and verbal communications skills with the ability to produce creative, impact-led proposals and reports.
- Confident and articulate presentation skills.
- High standard of computer literacy (Microsoft 365).
- Good analytical abilities and a keen eye for detail.
- Ability to understand and generate budgets.





BEHAVIOURS AND VALUES

- Passionate about conservation and an understanding of and commitment to Durrell's vision, mission and aims.
- A self-motivated team player, with the flexibility and initiative to maximise their contribution and a professional, solution focused attitude
- Demonstrable ability to manage your own workload, prioritise multiple tasks, work under pressure and within tight deadlines.
- Able to work effectively with colleagues in multiple locations as part of a large team, or alone.
- Respectful of the opinions of others and willingness to build partnerships and collaborate.