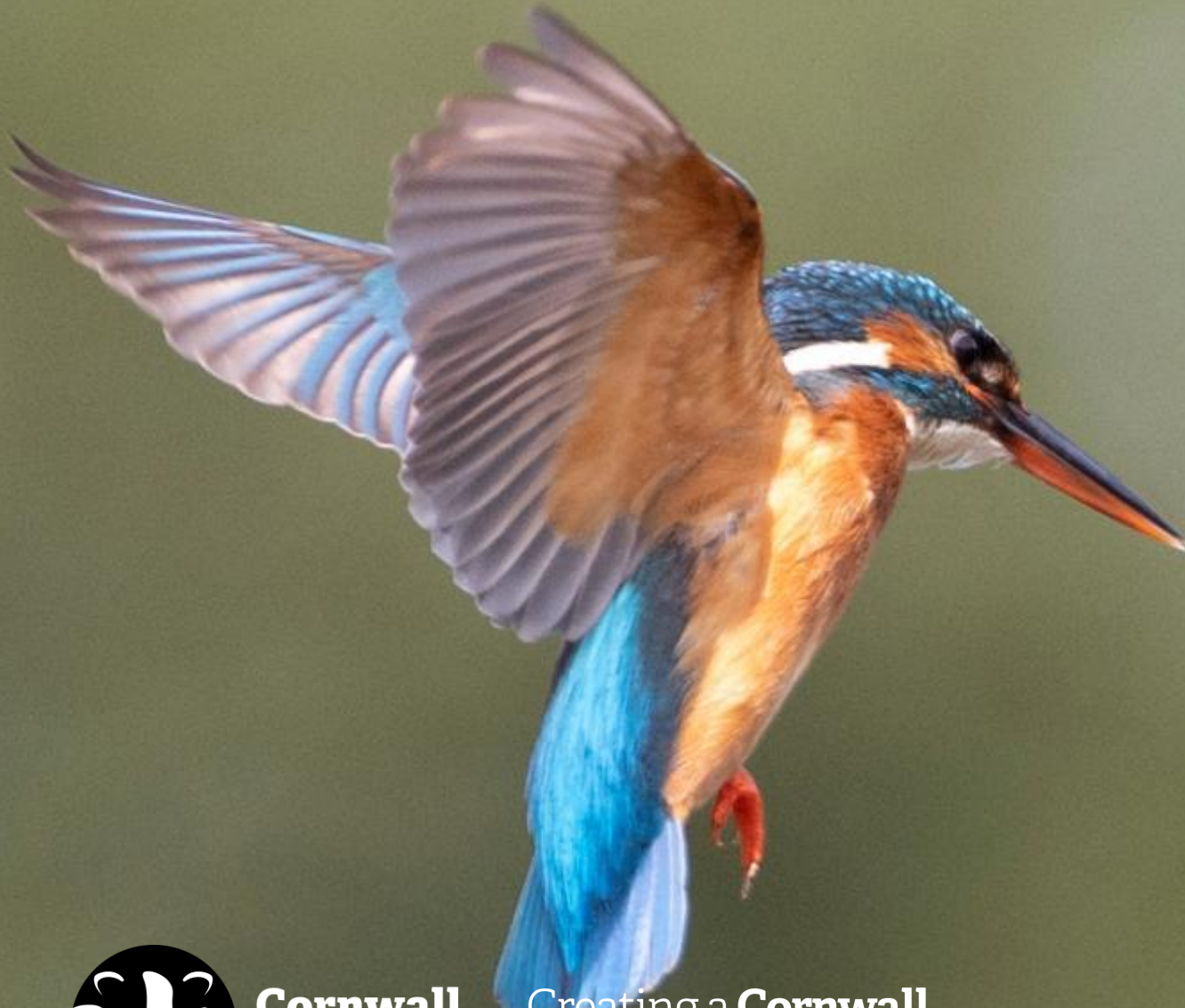


Philanthropy and Partnerships Manager

Role profile



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Photo: Alastair Boyd

Introduction

At Cornwall Wildlife Trust, we are incredibly proud of our rich heritage, passionate community and ambitious plans for nature's recovery.

Looking forward, to achieve the scale of change Cornwall's wildlife and wild places urgently need, we must grow our income by building more powerful projects and partnerships to create lasting impact.

That's why we are recruiting the new role of Philanthropy and Partnerships Manager, to deliver a step-change in our work with grant-making organisations and philanthropists. This is a fantastic opportunity for a talented strategist and relationship-builder, with the ability to develop internal ways of working and contribute to programmes, to play an important role in shaping Cornwall Wildlife Trust's future.

We're looking for someone who shares our love of Cornwall's natural environment and recognises the vital role that philanthropy and grant-making organisations can play in restoring nature. You'll bring creativity, strategic thinking and energy to drive forward the organisation's ability to develop impactful projects and funding propositions, secure significant support, and deliver mutually rewarding partnerships.

If you are motivated by making a real difference, bringing people and organisations closer to nature, and have experience of Philanthropy and Partnership fundraising, please apply.



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A handwritten signature in brown ink that reads "James".

**James Webb, Director of Fundraising & Communications
Cornwall Wildlife Trust**

About us

Where we've come from ...

For more than 60 years, Cornwall Wildlife Trust has been working to protect Cornwall's wildlife and wild places.

Although a local, independent charity, we are part of a national movement of 46 Wildlife Trusts, all with a shared purpose.

Our vision ...

... is of a Cornwall where nature thrives, with our wildlife and wild places valued and enjoyed by all.

A Cornwall where currently rare and threatened species are once again a normal part of our countryside, skies and seas. Where healthy oceans, soils, rivers, wetlands, woodlands, moors, grasslands, sand dunes and other ecosystems are recognised for the roles they play. Where every child in Cornwall grows up with access to beaches and green spaces. And where we're all connecting with, benefiting from and taking action for nature.



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In addition to our work on land, Cornwall Wildlife Trust has one of the most established marine programmes within the Wildlife Trust movement, as we seek to protect and restore Cornwall's coasts and seas.



Photo: Paul Naylor

Our values

- **We are Passionate and Inspiring:** We believe in our vision of a Cornwall where nature thrives and know that what we do matters. We are committed to our work and inspire others to join us.
- **We are Knowledgeable and Authentic:** We bring expertise and credibility to our work, ensuring actions and decisions are grounded in integrity, accountability, evidence and practicality.
- **We are Inclusive and Enabling:** We know we cannot turn the tide on nature's decline alone, and that everyone has a role to play. We listen to, learn from, collaborate with, involve, educate and empower others to deliver change.
- **We are Focused and Impactful:** We are ambitious and determined to deliver impact. We recognise the need to be creative, applying bold new approaches alongside the things we know already work.



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Every person in Cornwall Wildlife Trust has an important role living our values as we work towards a Cornwall where nature thrives.



Photo: Sam Baker

Our strategy

To halt nature's decline, **we need** more space for nature (bigger, better and more joined-up), active nature restoration (not just the protection of what remains), and reduced pressure on nature everywhere (be that from development, pollution, habitat loss, intensive farming and fishing, or climate change). **But we can't do this alone.**

We will ensure more areas of land and sea are managed well for wildlife, by informing, involving and inspiring more people, from all spheres, to **take action for nature.**

How? Through our four impact objectives, as outlined in our full strategy ([here](#)):

1. **Demonstrating** what is possible and **inspiring** others through our conservation delivery
2. **Supporting** and **advising** others on how to reduce negative pressures and create positive outcomes for wildlife
3. **Engaging** and **mobilising** individuals and groups to use their time and resources to participate in practical action
4. **Campaigning** and **advocating**, as we use our voice to call for better decisions for nature from those in power

The above are supported by four enabling objectives, including the need to increase income for nature's recovery. This position will play a key role in driving this forward, helping establish impactful funding propositions (including through developing effective internal systems ways of working), building relationships and securing partnerships to deliver income for nature.

Cornwall Wildlife Trust manages 5,500 acres of land across 59 nature reserves, including Rosenannon Downs (pictured), an important site for grassland and heathland habitats. These sites help demonstrate best practice and inspire others.

Photo: Ben Watkins





Crenney Farm, pictured, was a 97-acre addition to our Helman Tor nature reserve. Its purchase for nature was only possible thanks to generous philanthropic support. Today, the farm is crucial to our plans for Helman Tor, where we're implement rewilding principles.

Role summary

Purpose: To play a leading role in securing significant funding for nature's recovery, working collaboratively to both:

- Develop mutually rewarding partnerships with philanthropists and grant-making bodies (including trusts, foundations and statutory funders)
- Create the environment, systems and ways of working to ensure impactful and compelling projects and funding propositions

Salary: £31,930 - £35,000

Hours: Full time (37.5 hours)

Contract type: Permanent

Location: Cornwall Wildlife Trust's HQ, based in our Five Acres nature reserve, with regularly working from home supported

Reports into: Director of Fundraising & Communications

Line reports: Partnership Funding Officer

Key internal relationships: Various, including Director of Nature and People, Director of Landscape Recovery, Head of Marine Conservation and Corporate Partnerships Officer

Responsibilities

- **Strategy development and implementation:** Develop Cornwall Wildlife Trust's Philanthropy and Partnerships strategy to grow income from philanthropists, trusts, foundations and statutory funders.
- **Funding pipeline management:** Oversee and maintain the organisation's funding pipeline, ensuring effective reporting on pipeline health and a strategic approach to its development.
- **Opportunity identification:** Identify, research and develop relationships with prospective philanthropists, trusts, foundations and statutory funders aligned with the Trust's mission and priorities.
- **Relationship / partnership management:** Manage relationships with existing and prospective funders, delivering tailored and rewarding partnerships that increase support for nature in Cornwall.
- **Written communications:** Prepare high-quality proposals, grant applications, impact reports and presentations.
- **Financial reporting:** Ensure effective reporting for philanthropy and partnerships income and KPIs, monitoring progress against targets, forecasting income and providing updates to Leadership Team.
- **High Value Giving:** Contribute to the success of Cornwall Wildlife Trust's existing High Value Giving programme (Wildlife Patrons).
- **Project development:** Work closely with programme teams and the Leadership Team to identify needs and shape projects and funding propositions (and associated budgets), ensuring:
 - Robust, evidence-based proposals.
 - Funder alignment and a strategic fit with the Trust's priorities.
 - Adherence to and improvement of project pipeline processes.
- **CRM:** Maintain accurate records of donors and funders using the CRM database. Develop the Trust's use of the CRM to support Philanthropy and Partnership fundraising.
- **Networking and verbal communications:** Represent Cornwall Wildlife Trust at meetings, events and networking opportunities to build relationships and raise our profile with funders and stakeholders.
- **Organisation collaboration:** Participate in and / or lead cross-organisation working groups as required, including through membership of Cornwall Wildlife Trust's Management Group.
- **Line management:** Line manage our Partnership Funding Officer, providing support, strategic direction, mentorship and performance management.
- **Personal development:** Commit to continuous improvement of management, innovation, and skills through personal development.
- **Other:** Carry out or contribute to other team and organisation priorities as required.



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Person specification

Experience

- Experience securing income from major donors, trusts, foundations and / or statutory funders (E)
- Experience preparing and submitting successful funding proposals, cases for support and / or grant applications (E)
- Experience of enhancing an organisation's ability to develop compelling, fundable projects and propositions (E)
- Experience working collaboratively across teams to develop projects and cases for support (E)
- Experience improving and embedding systems and ways of working (E)
- Experience using a CRM database to manage donor relationships and for reporting (E)
- Experience of managing a funding and / or project pipeline (D)

Skills

- Excellent relationship-building and interpersonal skills, with the ability to engage and inspire a wide range of stakeholders (E)
- Strong written communication skills, with the ability to craft compelling proposals, reports, and presentations tailored to different audiences (E)
- Strong organisation and project management skills, with the ability to manage multiple priorities and deadlines (E)
- Confident in financial reporting, budgeting and income forecasting (D)
- Networking and influencing skills (E)

Knowledge

- Understanding of best practice in and the current landscape of Philanthropy and Partnership fundraising (E)

- Awareness of GDPR and data protection in relation to fundraising (E)
- An understanding of nature conservation and / or environmental issues (D)

Personal qualities

- Passionate about wildlife, nature conservation and Cornwall's natural environment (E)
- Creative, innovative and solutions-focused, with a proactive approach to problem-solving (E)
- Collaborative and inclusive, with ability to build relationships across teams and with external stakeholders (E)
- Committed to the values of Cornwall Wildlife Trust (E)

Please note:

- (E) indicates essential
- (D) indicates desirable



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Finally ...

Other details

- Cornwall Wildlife Trust operates excellent toil and flexible working policies.
- Enhanced company holiday entitlement – starting at 25 days and rising to 30 days (one day extra for each year worked after three complete years served), with additional time off between Christmas and New Year.
- Employees have access to the Employee Assistance Programme (24/7 counselling service) and Employee health and wellbeing portal upon successful completion of probationary period.
- Stakeholder pension.
- The successful candidate will have the opportunity to visit and spend time at some of Cornwall's most beautiful wild places.

To apply

Please send a CV and supporting statement outlining your suitability against the person specification **to recruitment@cornwallwildlifetrust.org.uk by midnight on Sunday 18th May.**

First round interviews are planned for Wednesday 4th June.

Thank you for your interest in joining our work to create a Cornwall where nature thrives.



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Photo: Adrian Langdon

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