



Gloucestershire
Wildlife Trust

Corporate Partnerships Manager

Do you have what it takes to successfully develop a Corporate Partnerships portfolio? Are you someone who really understands the principles of corporate fundraising and partnership working? Are you wild about nature, and supporting its recovery in Gloucestershire? If you've just answered yes, we would love to hear from you. We have an ambitious strategy to secure the conditions for nature's recovery across Gloucestershire by 2030 and working with corporate partners will be key to achieving this goal. You will lead on developing and managing the Corporate Partnerships programme, building strong relationships with key individuals in organisations that you have identified as being a good fit for our cause. You will be responsible for developing partnership agreements and securing five- or six-figure ESG or similar investments in our work. You will need to liaise with internal and external stakeholders in developing these partnership agreements, raising income and supporting the delivery of our strategy at scale with and through our partners.

Job Purpose: The role leads the development of the corporate partnerships programme. The role will be responsible for delivering against the strategy to achieve regular annual income targets by managing our charity of the year, commercial and strategic partnerships. You will lead on the creation of corporate approaches, establishing and delivering five- or six- figure partnerships with businesses, managing Gloucestershire Wildlife Trust's Corporate Supporter scheme to secure income to enable the charity to achieve its ambitious goals.

Salary: £36,761 - £40,102 per annum.

Term: Permanent; Full-time , 35 hours per week.

Responsible to: Head of Supporter Development (HoSD)

Liaison with: CEO, SMT, Wild Service, All teams and roles in the organisation.

Location: Robinswood Hill Country Park, Reservoir Road, Gloucester, GL4 6SX .

Job description



Large blue © Billy Heaney



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Introducing Gloucestershire Wildlife Trust

We are Gloucestershire Wildlife Trust – the largest membership organisation in the county dedicated to local wildlife.

We own and manage more than 60 nature reserves across the county, all of which offer free access for visitors. 28,000 members in Gloucestershire support our work, with hundreds regularly volunteering time and commitment.

Our mission is a simple one – to value nature. Our ambition is to restore, recreate and reconnect Gloucestershire's wild places. We want everyone in Gloucestershire to value, enjoy and share the natural world.

Our priorities are outlined in our Strategic Plan: Wild Places, Natural Solutions -
<http://www.gloucestershiREWildlifeTrust.co.uk/about-us/who-we-are/strategic-plan>

Our vision is ambitious, but we believe we can deliver it by:

- Creating bigger, better, more connected wild places where people and wildlife can thrive
 - Inspiring more people and communities to take action for wildlife
 - Leading on 'natural solutions'; championing the value of what wildlife can do for us
 - Growing our resources, influence and reach to shape a strong, resilient organisation

Gloucestershire Wildlife Trust manages over 2,500 acres of land, from wetlands in the Severn Vale and heathland in the Forest of Dean, to limestone grasslands in the Cotswolds and a large ancient woodland at Lower Woods in South Gloucestershire. In addition to our community programmes, we have a vibrant programme of work outside our reserves, supporting farmers and landowners to deliver bigger, better and more connected landscapes where wildlife can thrive.

Gloucestershire Wildlife Trust expects its staff, paid and unpaid, to carry out their duties in a way which consistently exceeds the regulations and expectations of society at large in matters ethical and environmental. The Trust will ensure that its staff receives appropriate training and development opportunities based on a documented personal annual appraisal.



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Gloucestershire Wildlife Trust's values

Our values reflect each of us being:

A CARING COLLEAGUE – supportive and honest

Behaviours: We are considerate, honest and fair. We make time for each other and actively listen to others concerns or barriers before responding and finding solutions together.

ROOTED IN OUR COMMUNITIES – making nature inclusive

Behaviours: We respect each other's views and recognise and value our different backgrounds and lived experiences.

CHAMPIONS FOR WILDLIFE – passionate and pioneering for nature's recovery

Behaviours: We have an urgency for action. We are open to new ideas, encouraged to take risks together, finding creative solutions and learning from our mistakes.

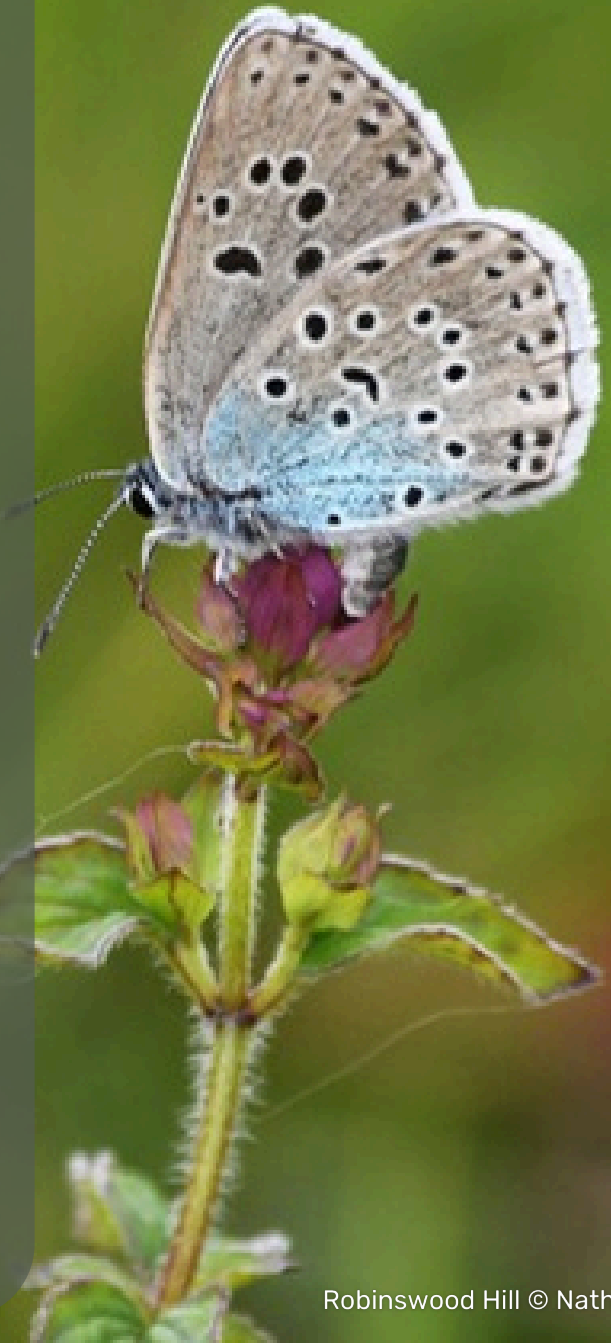
About the role

Impact areas:

- Diversifying income and growing our financial reserves
- Growing our capability and capacity
- Enabling and supporting the delivery of projects aligned with key strategic objectives

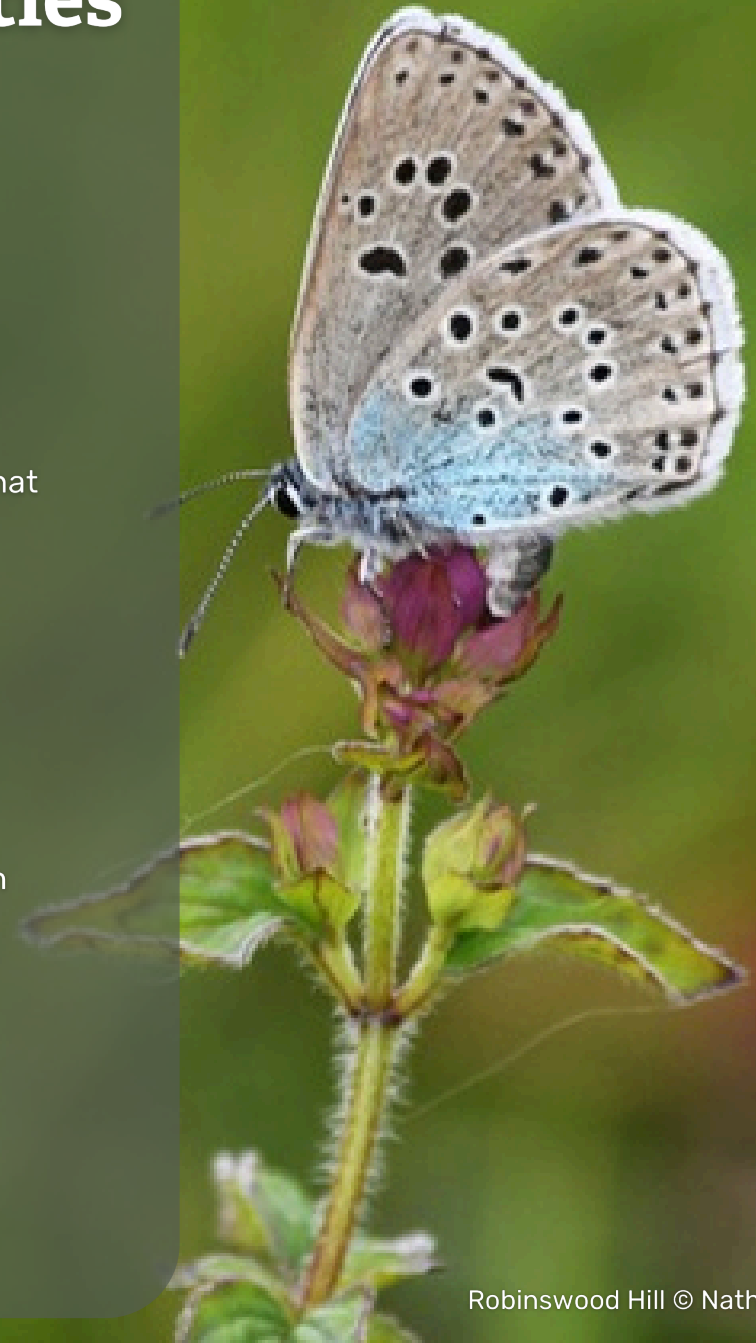
Outline of Main Responsibilities

- Working with the Head of Supporter Development and CEO, to build profitable, long-term relationships with local, national and international businesses based in Gloucestershire.
- Develop and deliver a Corporate Partnerships strategy using audience insight, targeting and understanding the needs of corporate supporters.
- Provide excellent account management and stewardship to strengthen partnerships, deepen corporate employee engagement and ensure relationship longevity.
- Recruit new members to Gloucestershire Wildlife Trust's Corporate Supporter scheme.
- Research and create a portfolio of corporates with the potential of having a four-, five- or six-figure partnerships with Gloucestershire Wildlife Trust.
- Deliver income through new corporate, commercial and other partnerships to agreed targets and manage expenditure within budget.
- Work collaboratively with staff across Gloucestershire Wildlife Trust and our Wild Service consultancy to maximise corporate fundraising income and other opportunities.



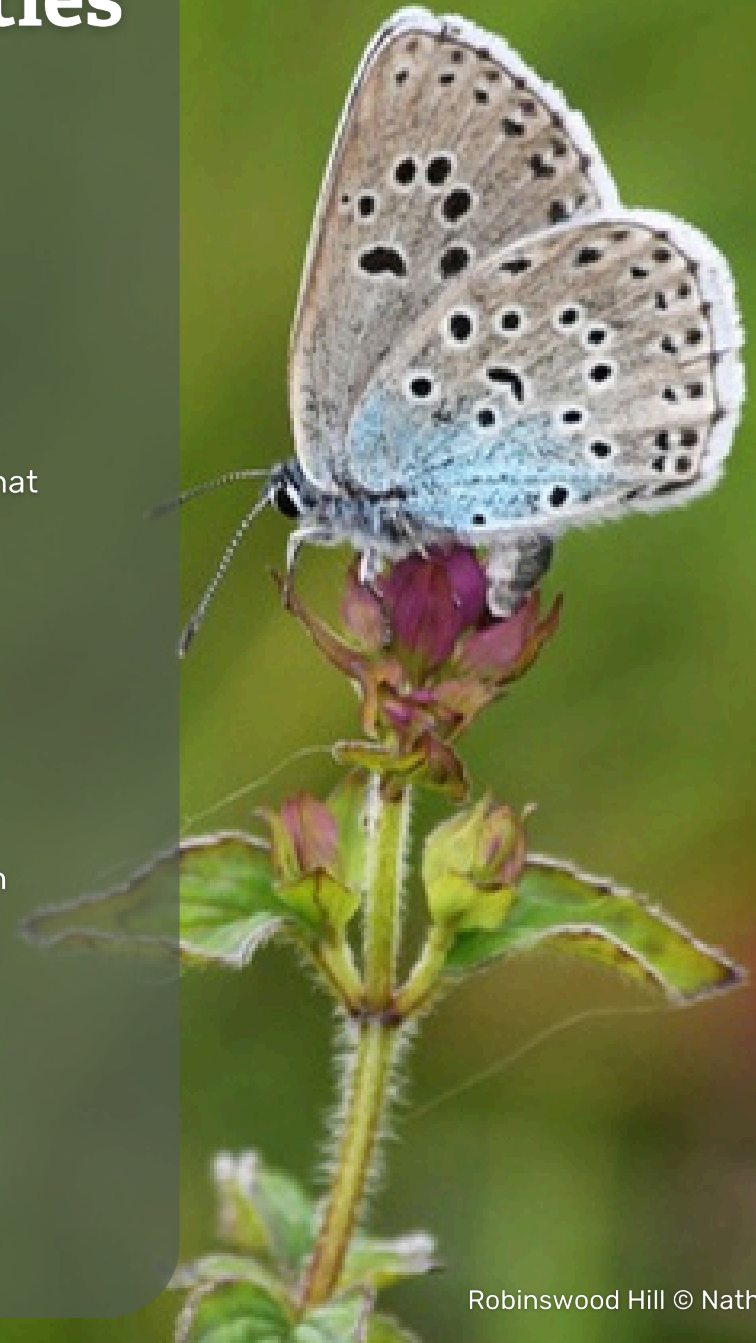
Outline of Main Responsibilities

- Develop engaging, clear bespoke proposals and reports that are targeted to a corporate's interests and demonstrate impact.
- Create and implement engagement plans that deliver mutually beneficial bespoke partnerships with corporates, working across Gloucestershire Wildlife Trust as required.
- Develop and manage regular communications that engage Gloucestershire Wildlife Trust's Business supporters, ensuring they feel valued for their support, aware of what they're helping to achieve, and connected to the Trust's work.
- Oversee the delivery and growth of income from corporate giving platforms such as Benevity and Work for Good.
- Identify corporates with which Gloucestershire Wildlife Trust could develop Payroll Giving.
- Effectively monitor and evaluate budget activity and ensuring accurate recording on the charity's database.
- Keep health and safety matters as the overriding determinant at all times and in all circumstances.
- To undertake other tasks and activities as required by the Trust.
- Present a friendly, professional and confident appearance.



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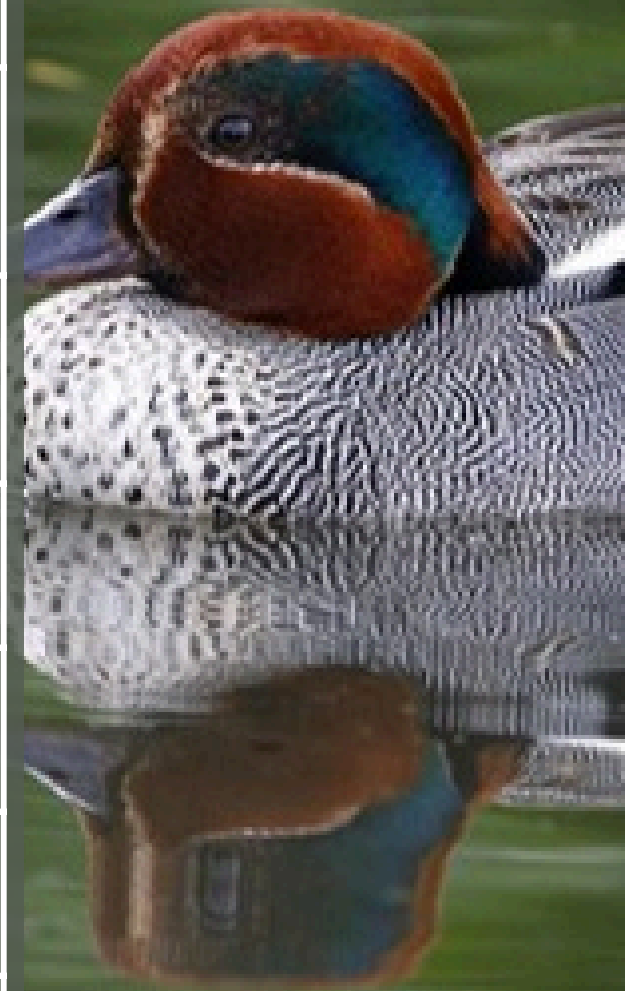
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Person Specification

About You	Essential	Desirable
Experience	Experience of developing and implementing a corporate fundraising or sales strategy.	Event creation and management.
	Experience of managing and delivering corporate partnerships either in the commercial or third sector.	
	Delivering an outstanding relationship experience leading to ongoing support.	
	Using insight to shape and inform strategy and partner recruitment activity	
	Working to (and achieving / exceeding) income generation targets.	
Knowledge	Current Corporate Fundraising trends and factors affecting partnership working.	Rules, regulations and good practice relating to Corporate Fundraising.





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Person Specification

About You	Essential	Desirable
Knowledge	Working knowledge of principles of corporate fundraising.	ESG/CSR investing, green finance related to GWT's work
Skills	Relationship development and management	Computer literate, including Microsoft Office applications and a CRM database
	Excellent verbal and written communication	Self-starter, able to work independently.
Personal Qualities	Clean, full driving license.	Committed to nature's recovery and sustainability issues.
	Ability to work on own initiative and as part of a team	
	Enthusiastic, friendly and professional attitude	

Terms of Employment

This is a permanent post (35 hours per week) and is subject to a six-month probationary period. Due to the nature of the Trust's work, occasional evening or weekend work may be necessary for which time off in lieu is given.

We offer a rounded benefits package to include life insurance of three times salary, a contributory pension scheme with generous employer contributions and an employee assistance programme. The postholder is entitled to 25 days paid leave per year pro rata (rising to 30 days through service) in addition to public holidays and Christmas closing period as well as two volunteering days. Other discounts and benefits are available too.

Our office facilities are at Robinswood Hill Country Park in Gloucester. Hybrid working arrangements are available subject to discussion with your line manager.

It is the nature of the work of Gloucestershire Wildlife Trust that tasks and responsibilities are, in many circumstances unpredictable and varied. All staff are, therefore, expected to work in a flexible way when the occasion arises where tasks that are not specifically covered in the Job Description are undertaken, including providing cover for absent staff in order to maintain organisational effectiveness.

As part of its commitment to investing in its people, GWT trains and supports its staff in the delivery of their duties. Advice will be given in drawing up a personal development plan and all suggestions considered according to resources available and the over-riding priorities of the Trust. An appraisal process is carried out every year.

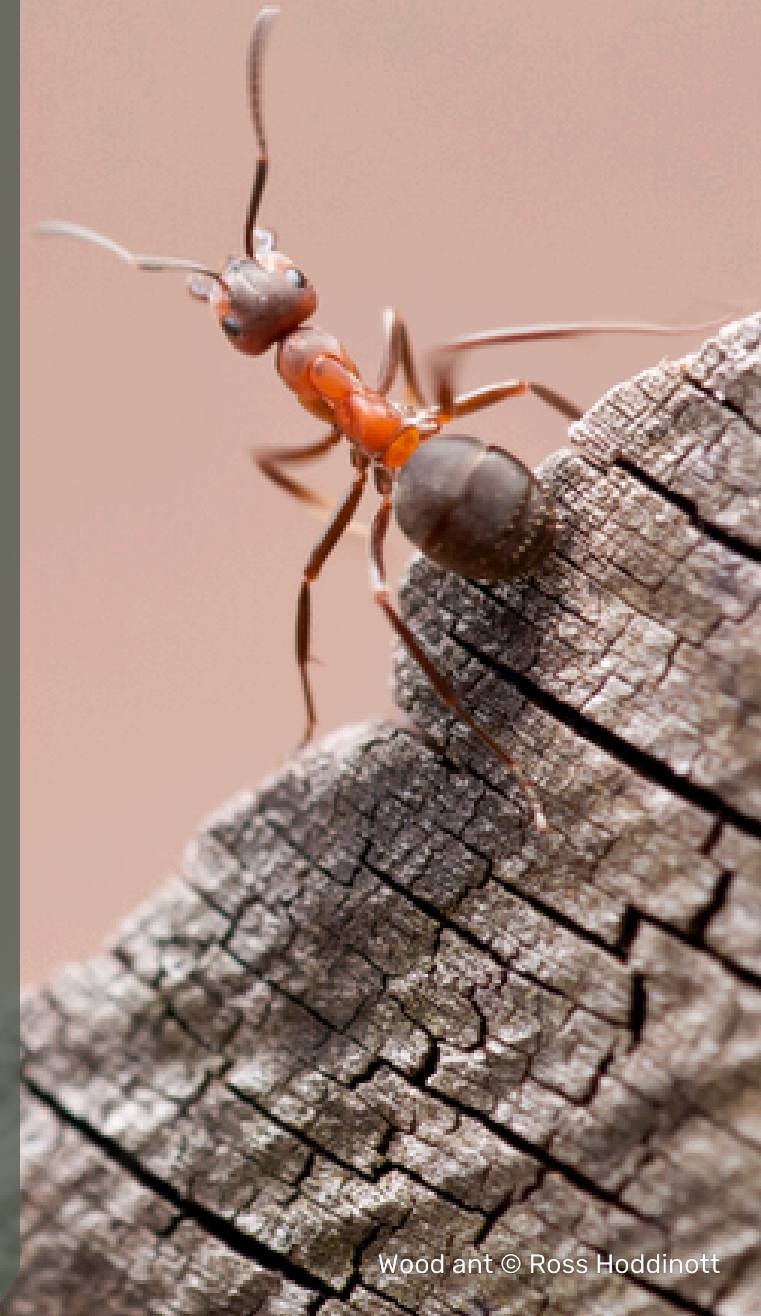
If major changes to duties and responsibilities need to be made reasonable notice will be given before implementation.



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Equality, Diversity and Inclusion

Gloucestershire Wildlife Trust is committed to encouraging equality, diversity and inclusion among its workforce, and eliminating unlawful discrimination, harassment and victimisation. The Trust's policy is to provide equality, fairness and respect for all staff, whether temporary, part-time or full-time; ensure no unlawful discrimination against the Equality Act 2010 protected characteristics of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race (including colour, nationality, and ethnic or national origin), religion or belief, sex and sexual orientation; and to oppose and avoid all forms of unlawful discrimination. A full copy of the policy is available on request.



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How to apply

To make an application, please send a covering letter and CV to hr@gloucestershiREWildlifeTrust.co.uk by Friday, 19th September 2025.

Interviews will be held Friday 26th September 2025.

Thank you for your interest in this position and we look forward to receiving your application.

