

PRIVATE AND CONFIDENTIAL

Senior Corporate Relationships Manager

The Wildlife Trusts have a vision of land and seas rich in wildlife and people close to nature. We believe that nature is valuable in its own right and that everyone should have the chance to experience the joy of wildlife. We are part of nature and are wholly dependent upon it.

This is a time of immense change, when the laws protecting our environment and wildlife are at risk and people are suffering more than ever from a lack of access to nature. Environmental leadership from the private sector can make a great difference and we are looking for someone with drive and commitment to our mission to lead on building common cause with key corporate partners.

The Wildlife Trusts is a grassroots movement of 800,000 members, 43,000 volunteers and 2,800 staff across the UK dedicated to this vision and driven by our beliefs. We are looking for a leader with experience in building strong relationships that deliver positive change. You need to be strategic by nature; someone who easily sees the big picture, who can plan ahead, and think on your feet. Developing mutually beneficial relationships and excellent relationship management must be core to who you are.

We value courage, respect, integrity, trust and responsibility. Whilst we are passionate in promoting our aims, we are not judgemental, and we are inclusive. Our society is divided, and The Wildlife Trusts want to reduce, not increase, that division.

You will be part of a tight and dedicated central team, with a modest budget but an unmatched depth and breadth of human resources to draw on across The Wildlife Trusts. We are looking for an organised and driven character who can thrive in a grassroots movement. We need a team-worker, someone who values and respects each person's contribution, experience and knowledge. We want someone who will work collaboratively and strategically to deliver agreed priorities.

JOB DESCRIPTION

IDENTIFICATION OF JOB

JOB TITLE Senior Corporate Relationships Manager

WORKING BASE Newark or London & frequent travel

RESPONSIBLE TO Head of Marketing and Individual Giving

RESPONSIBLE FOR: Corporate Relations Manager

OVERALL PURPOSE OF JOB

To lead TWT's diplomatic work, enabling highly effective environmental leadership from the private sector by

- Identifying, building and sustaining strategic, highly targeted and effective relations with key corporations
 - Advocating TWT policies to corporations and building common cause to influence
 - Ensuring maximum impact of current corporate partnerships
 - Ensuring effective integration with the CEO, Directors and The Wildlife Trust movement
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MAIN RESPONSIBILITIES

Identifying, building and sustaining strategic, highly targeted and effective relations with key corporations

- Develop and deliver a strategy for to ensure maximum impact on our mission, making sure to be inclusive in their development
- Ensure effective relationship management of businesses dealing with more than part of the movement

Advocating TWT policies to corporations and building common cause to influence

- Work with our policy team to identify areas where we can build common cause with corporations
- Promote TWT's beliefs, brand, vision, philosophy and work to corporates and develop strong rationales for collective influence
- Maximise use of the policy influence outside of The Wildlife Trust movement

Ensuring maximum impact of current corporate partnerships

- Ensure effective relations with current partnerships and develop deeper common cause
- Identify and mitigate any reputational risks
- Contribute to quarterly and annual reporting to TWT Committees, Council and Trusts
- Build capability and capacity across the movement in developing and sustaining strategic corporate relationships
- Arrange targeted webinars, seminars and events to draw together key sectors within the movement

Ensuring effective integration with the CEO, Directors and The Wildlife Trust movement

- Ensure that the CEO's value to the movement through this work area is maximised
- Invest in understanding individual Wildlife Trusts, their people, places and needs

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- Champion the benefits of TWT's organisational structure through motivational leadership

PERSON SPECIFICATION

Key competencies

- Managing strategic relationships
- Developing strategy
- Business acumen
- Negotiating and influencing
- Communication
- Prioritisation, planning and control
- Innovation and creativity
- Making good decisions
- Making change work

Experience

- Ideally to have worked in both the charity and corporate sector
- Developing and delivering excellent relationship management strategies
- Developing mutually beneficial relationships
- Motivating individuals to support a cause
- Leadership under pressure
- Succeeding in high pressure environments, and in the face of external comment and criticism

Personal Qualities

- Tact and diplomacy
- Ability to demonstrate creativity, enthusiasm, self-motivation and initiative
- Ability to work effectively under pressure and to deadlines
- Professional, business-like approach
- Takes ownership and responsibility
- Commitment to wildlife conservation and an understanding of The Wildlife Trusts' movement
- Effective and inspiring communicator

Knowledge

- Headlines of the legislative framework for charities
- General Data Protection Regulation
- Market analytical tools
- Customer relationship management processes and systems