



Head of Corporate Partnerships (fixed term 12-month maternity cover)

Location: Flexible remote working with monthly presence at our office in Horsham, West Sussex. Attend in-person meetings with corporates as required.

4 days (28 hours) per week, ideally starting no later than mid-February 2024

Competitive Salary up to £45,000 (FTE) per annum gross and a generous employee benefits package

Direct Report: Partnerships Officer

Reporting into: Director of Fundraising

Are you passionate about wild animals with significant experience of developing, securing and growing corporate or commercial partnerships in a fundraising team? Do you want to join a world-class team of experts fighting to protect wildlife and biodiversity?

You will have a demonstrable track record of continual achievement managing and developing relationships with companies and senior stakeholders and be confident in creating inspiring and compelling proposals tailored to their interests and our charity's needs. With the ability to listen carefully and intuitively to shape opportunities for businesses to partner with Born Free Foundation, and proven experience of income growth, you'll help us significantly grow our corporate income and charity impact.

JOIN BORN FREE!

Applications with a covering letter and CV should be sent to bornfreehr@aspiringhr.com quoting ref. BFFHOCP in the subject of your email, by 9am, Monday 8th January 2024. Please note that we will review applications throughout the advertising period and may close the advert early if a suitable applicant is found so you are encouraged to apply as soon as possible.

If you would like an informal conversation about this role before applying, please email alisa@bornfree.org.uk. (Please note our offices will be close on Friday 22nd December and reopen on Tuesday 2nd January inclusive.)

About the Charity

Born Free works tirelessly to ensure that all wild animals, whether living in captivity or in the wild, are treated with compassion and respect and are able to live their lives according to their needs. As a leading wildlife charity, we oppose the exploitation of wild animals in captivity and campaign to keep them where they belong – in the wild.

We promote Compassionate Conservation to enhance the survival of wildlife, especially threatened species in the wild, and to protect natural habitats while respecting the needs and safeguarding the welfare of individual animals. We seek to have a positive impact on animals in the wild and protect their ecosystems in perpetuity, for their own intrinsic value and for the critical roles they play within the natural world.

Set up initially as Zoo Check in 1984 by Bill Travers, Dame Virginia McKenna and their son Will Travers, Born Free has worked tirelessly for nearly 40 years to prevent captive animal suffering and phase-out zoos. Will continues to lead the organisation as Executive President, and Virginia remains active on the Board of Trustees, working closely with the team to share our vision and programmes on public forums.

The Opportunity

We are recruiting for a self-motivated, proactive, and experienced Head of Corporate Partnerships. With support as needed from the Director of Fundraising and wider Executive Management Team, this role will be responsible for maintaining and growing the value of existing corporate partnerships and actively seeking and converting prospects into new corporate partners.

This fantastic opportunity would suit an individual with a proven track record of achieving ambitious income targets and winning new corporate partnerships. We are looking for an individual currently working in a similar role/level or a Corporate Partnerships Manager looking to step up.

The Role

The Head of Corporate Partnerships will be intuitive, energetic and entrepreneurial, and have the confidence, authority and experience to be immediately credible, internally and externally. Key responsibilities include:

- **Strategy and planning:** Work with the Director of Fundraising and Programmatic Heads of department to develop and deliver high value (six-figure) Corporate partnership propositions which support Born Free's programmes portfolio and ensures that all these meet or exceed agreed targets;
- **New business:** Responsible for seeking leads for prospects and successfully converting to new corporate partners. Leading on the identification and delivery of relevant and compelling partnership proposals to engage potential new partners and existing partners to increase value and/or extend the duration of partnership.
- **Account management:** Act as the day-to-day lead and central point of contact for key existing partnerships, ensuring these accounts are handled in a timely and strategic manner to maximise their full potential over the long-term and in doing so provide Born Free with increased revenue year on year.
- **Line management:** Responsible for coaching and developing the Partnerships Executive to support corporate fundraising matters, including as the account manager, ensuring their well-being, regular 1-1s and reviews are held, personal development/training is undertaken and clear goals for delivery are set.
- **Budgets.** Creating accurate annual budgets and reforecasts.
- **Records and reporting:** Work closely with the Director of Fundraising and wider team to develop and maintain accurate systems for recording and reporting against all activities on Raiser's Edge (the CRM system), including through the delivery of regular reviews of income, pipeline and reporting criteria and the delivery of reports for the Executive Team and Trustees.
- **Representing Born Free:** Represent Born Free and the Corporate team in key internal and external meetings – traveling nationally (mostly London) and occasionally internationally as required. The ability to clearly and effectively communicate our animal welfare and wildlife conservation priorities, and enhancing the brand's popularity and understanding at every opportunity;
- **Events.** Attend key Born Free events (including events in the evenings) to network with existing and potential corporate partners.
- **Collaboration:** Build relationships and work collaboratively with internal stakeholders, external partners and other charities as required to develop effective, sustainable and innovative partnerships, while promoting Born Free's overall mission and objectives;
- **External trends and regulation:** Keep up to date with commercial sector trends and legislation, and ensure compliance with the Charity Commission, Code of Fundraising Practice, and legal requirements;
- **Ownership and accountability:** Take collective responsibility for delivering the objectives of the Fundraising Department in accordance with the strategy established by the Executive Management Team and approved by the Board of Trustees;
- **Due Diligence.** Conduct due diligence checks on all new and potential corporate partners and businesses acquiring existing corporate partners, always referring back to Born Free's Ethical Fundraising Policy.

The successful candidate should ideally demonstrate the following attributes:

- Minimum five years in a similar role, with demonstrable experience and success in achieving budgets, winning new partnerships and account management of partnerships.
- Experience in influencing, negotiating and problem solving at a senior level and management of expectations and risk to protect Born Free's reputation and financial interests.
- Highly professional with first class presentation and communication skills and gravitas to build strong external relationships and inspire confidence with colleagues and a range of external stakeholders to enhance and strengthen the organisations profile.
- Ability to oversee and undertake market research to identify new prospects and the confidence and experience to approach new prospects and convert into new partnerships.
- Excellent financial/business acumen, numeracy skills and sound business judgement with a passion for achieving high levels of excellence.
- Decisive and straightforward; low ego and a team player; high levels of drive and energy and a sense of humour;
- Innovative with entrepreneurial flair and proven strategic aptitude and a healthy level of curiosity for current affairs;
- Highly organised with the ability to plan, prioritise and deliver to tight time frames and to work intuitively with a "can do", flexible approach, in a small, fast-paced and dynamic team;
- Proficiency with Microsoft computer packages.
- A strong empathy and engagement with the work of Born Free, and the desire to drive it forward, bringing energy and determination to its mission.

The candidate will report directly to the Director of Fundraising and has one direct line reports (Partnerships Officer).

Note: This job description outlines the roles, duties, and responsibilities of the post. It is not intended to detail all specific tasks. Born Free reserves the right to alter the content of this job description to reflect the changing needs of the organisation but is a correct reflection of the main duties of the post at the time of writing.

Our excellent benefits package includes opportunities for continuous professional learning, a generous annual leave entitlement, working from home with regular team meetings to help you maintain a healthy work-life balance, wellbeing support, and a competitive pension. Please note that this role will, from time to time, involve occasional out-of-hours working.

Born Free is an Equal Opportunities employer and positively encourages applications from suitably qualified and eligible candidates, regardless of age, sex, race, disability, sexual orientation, gender reassignment, religion or belief, marital/civil partnership status, or pregnancy and maternity. We welcome requests for flexible working.

Early application is encouraged as we will review applications throughout the advertising period and reserve the right to close the advert at any time. Born Free politely requests no contact from recruitment agencies or media sales. We do not accept speculative CVs from recruitment agencies nor accept the fees associated with them.

If you do not receive an invitation for an interview by 19th January 2024 then you have unfortunately not been shortlisted. The first round of interviews is scheduled to take place on Teams. Thank you for your interest.