



Corporate Partnerships Manager *Candidate Pack*

November 2023



Welcome

Thank you for your interest in our Corporate Partnerships Manager role.

SOS is a small charity with a big ambition: to help secure a thriving and resilient future for critically endangered Sumatran and Tapanuli orangutans, as well as the people living alongside them.

With an admirable portfolio of projects and partnerships built up over 22 years of supporting conservation efforts in Sumatra, we have now reached an important moment in our development.

Our ambitious Conservation Greenprint, our conservation strategy to 2030, has collaboration with forest-edge communities at its heart. Protecting orangutans and their precious forest home **just isn't possible without working closely with the people living alongside them, helping to support their development needs whilst developing their role as conservation champions.**

SOS is part of a network of conservation optimists, and I am in the fortunate position of having my optimism bolstered on a daily basis by the great strides that our partners and allies in Sumatra are making. Of course, we need more than optimism to achieve real results, but we also have a plan, and all the ingredients to turn that plan into a conservation success story for orangutans, forests and communities. We are partnering with fantastic, effective frontline organisations doing some truly impactful work; there are tried and tested programmes that are ready to be scaled up; there are innovative approaches that are ready for investment.

To help us succeed in this exciting new phase, we are looking for an exceptional Corporate Partnerships Manager to join our Fundraising Team and help us to realise our ambitious plans. Our new Corporate Partnerships Manager will play a vital role in helping us to develop and deliver values-led corporate partnerships to engage and inspire new and existing company partners, their staff and their customers to take action for the future of rare orangutans and their precious rainforests. **You'll be joining a fast-paced, dynamic team and we'll do everything we can to help you succeed.** This opportunity offers some unique rewards – this is a real chance to play a vital role in the protection of an iconic species and their precious rainforest habitats.

If that's the sort of challenge that excites and energises you, we can't wait to hear from you.

Come and join one of the most innovative, nimble and dedicated conservation groups in the UK, as we ramp up our efforts to realise a flourishing future for orangutans, forests and people.

Helen Buckland
CEO

Job Description

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| Job Title: | Corporate Partnerships Manager |
| Salary: | £35k - £38k depending on experience |
| Terms: | Full time, Permanent |
| Reporting to: | Development Director |
| Base: | Remote, with the ability to travel to London, Oxford or Bristol for monthly team meetings. Occasional travel to Indonesia will also be required. |
| Benefits: | 25 days annual leave + public holidays, 5% pension contribution and continuous professional development. |

Job Purpose

An exciting opportunity to **build on the solid foundations of SOS' community of Corporate Partners** to increase income and leverage opportunities for awareness raising and engagement through staff and customers.

This is a key role which works closely with the Development Director and CEO to secure new business as well as deliver exceptional account management to our existing partners, to increase income and influence through excellent quality partnerships.

The Corporate Partnerships Manager is responsible for setting income and expenditure budgets, managing our prospect pipeline and delivering pitches to secure new business, plus seeking opportunities for repeat and increased giving from existing partners.

Working closely with the Individual Giving Manager and Communications Manager to leverage opportunities to reach new audiences, the Corporate Partnerships Manager will embed and grow this central function in our fundraising portfolio.



About You

This is a broad role, and we are looking for a real fundraising superhero!

We are looking for someone with the energy, drive and aptitude to secure significant new partnerships. If you are creative, tenacious and excited by networking and relationship building, able to spot opportunities for synergy and collaboration, and ambitious to transform opportunities into income, this is the role for you.

You have a strong track record of successful partnership creation from pipeline management to proposal development and pitching, and you can also turn your hand to account management. You can identify potential for growth in existing partnerships and you know how to inspire partners to want to do more.

You may have gained your experience in a corporate or a charity setting, but you are confident in the corporate world, able to communicate effectively with people at all levels, good at negotiation and clinching the deal. You are able to simplify complex messaging and you ideally have experience and fluency in ESG, sustainability, conservation, environmental protection or international development, and keep abreast of developments in these sectors.

You are looking for an exciting opportunity to shape the corporate partnerships function in an ambitious fundraising team, alongside peers who bring expertise in their own income streams. You are collegiate and collaborative, you thrive with autonomy but you are also a team player and naturally keen to champion team success, as well as your own.

You will be joining an agile and dynamic organisation at an exciting moment in our growth as we make a vital step change to deliver our gold-standard, community-led conservation strategy to help wild orangutans to thrive in resilient forests.

Role Summary

Our mission is to support forest-edge communities, local authorities and our network of frontline partners to protect, rewild and connect the Sumatran rainforest to secure the future for critically endangered Sumatran and Tapanuli orangutans, and help in the fight against the global climate crisis.

We have successfully secured a number of important corporate relationships based on shared purpose, which have delivered significant income and increased awareness to support our critical work on the ground in Sumatra. We have a loyal base of committed corporate partners of a variety of scales, contributing c. £160k per year. We are now looking to build our prospect pipeline and secure new partnerships to grow corporate income.

SOS has an engaged Board of Trustees willing to help with introductions to decision makers in their corporate networks. Our CEO and Development Director are engaged and experienced, able and willing to support pitching and development of relationships.

Over the next five years we seek to make a significant step change in our operations and our programmes in Sumatra. The Corporate Partnerships Manager will play an important role in supporting SOS to increase income and build strong corporate relationships which bring multiple benefits for orangutans and their rainforest habitats, as well as the global climate. There are solid foundations to build upon and significant opportunities to leverage.

Detailed Responsibilities

Lead on the development and delivery of the SOS Corporate Partnerships function to increase **income and opportunities which support SOS' vision and ambitions for wild orangutans thriving in resilient forests**, as set out in our [Conservation Greenprint Strategy to 2030](#).

Responsibilities include:

Strategy

- Develop and work to the Corporate Partnerships Strategy to include new business and account management to meet ambitious but realistic income targets, reach new audiences to support individual giving and seek opportunities for strategic pro bono support.
- **Report quarterly to the Board against agreed KPI's.**

New Business

- Manage the end-to-end process of new business to secure new income and meet agreed income targets.
- Manage a live prospect pipeline, keeping it up to date and relevant.
- Undertake contact mapping with our networks, leverage existing corporate networks and undertake desk research to identify prospects at a variety of scales.
- Qualify and design engagement activity to reach prospects.
- Develop pitches and deliver these to prospects with support from CEO and Development Director.
- Develop and lead on new business and engagement events for prospects
- Convert warm prospects to partners
- Implement and monitor partnership agreements.

Account Management

- Develop and deliver an account management plan to provide appropriate communications and engagement activity to existing and new partners giving between four – six figures annually.
- Develop an agreed reporting schedule, working closely with the Programme Manager, Communications Manager and our Storyteller in Indonesia to gather engaging information on project and programme impact.
- Write and share reports in a timely manner, ensuring information adheres to SOS messaging guidelines, is up to date and correct.
- Seek opportunities for surprise and delight to enhance partner loyalty.
- Ensure donations are received from partners in a timely manner.
- Support events (online and in person) to engage corporate audiences and feed back on impact.
- Keep SOS database up to date with account management information and developments.
- Review partnership agreements on an annual basis and ensure partnerships are operating in line with the Fundraising Code of Practise.

Financial Management

- With support from the Development Director, set annual income and expenditure budgets.
- Undertake quarterly reforecasting and monthly variance reporting.
- Keep the SOS CRM database (CiviCRM) up to date with information about allocation of donations.
- Interrogate the SOS database to identify trends and insights and to report on income.

Communications

- **Develop positive, professional working relationships across the organisation's remote team** in the UK and Indonesia to support knowledge sharing and information gathering from SOS projects.
- Work closely with the Fundraising Managers, Communications Manager, Storyteller and Programme team to develop and leverage partnership opportunities which support organisational objectives for awareness raising and audience engagement.



Person Specification

This role will suit an ambitious individual keen to join a small but highly effective team and make their mark by growing a successful Corporate Partnerships programme. You will have freedom and support in this role to build on the solid foundations in order to achieve results.

Essential Requirements:

- Experience in corporate fundraising, business development or sales with a proven track record of successfully hitting targets for income generation.
- Experience and evidence of managing a prospect pipeline and successfully pitching for and securing new business at a range of scales.
- Experience and evidence of effective account management to retain and enhance partnerships.
- Excellent and engaging communication skills, able to confidently and effectively communicate with individuals at all levels.
- Evidence of cross-selling and leveraging relationships to deliver multiple benefits in addition to income.
- Experience of working in or fluency in one or more of these sectors: ESG, Sustainability, Environment, Climate, Conservation, International Development.
- Ability to simplify complex messaging to engage key audiences.
- Ability to build good working relationships across a remote team, working collaboratively to achieve common goals.
- **A clear affinity with SOS' vision and mission.**

Desirable Skills:

- Experience of leading on, or contributing to, a business development or sales strategy.
- Experience of financial management, budget setting and partnership contract management.
- Experience of producing communications that attract a corporate audience.

Why work with us

Mission

We are on a mission to enable wild orangutans to thrive in resilient forests. We operate at the frontline of some of the world's most pressing environmental and social challenges, implementing effective and scalable responses with communities at their heart.

Culture

We're a small and nimble organisation, quick to embrace new opportunities and implement promising ideas. We expect and support our staff to take a lead in their own work, offering scope for creativity and strategic input.

Professional development

We challenge and support our team to grow their skills, providing exposure to different work experiences and training opportunities.

Adventure

We offer opportunities for travel, to see the results of your hard work for yourself – making you an even more passionate ambassador for our mission and our work.

Unity

Our small team and board of engaged trustees work closely and collaboratively together, sharing ideas, celebrating successes and breaking barriers to accelerate our impact.

Equality, Diversity, and Inclusion

At SOS we are committed to Equality, Diversity, and Inclusion as core to our operations, and our commitment is alive as we seek to grow our team to enable us to meet our ambitious Greenprint Conservation Strategy. We welcome applications from any person who is interested in this role and has the skills, ambition and energy to make it happen.

Equality: We make sure that everyone is treated fairly and with dignity and respect. We challenge discrimination and remove barriers, so that everyone has opportunities to achieve their desired outcomes.

Diversity: We recognise the benefits of different values, abilities, and perspectives, and celebrate **people's differences. We promote an environment that welcomes and values diverse backgrounds, thinking, skills and experience.**

Inclusion: We operate a working culture where everyone has equal access to opportunities and resources, and where everyone feels valued and accepted. At SOS we welcome everyone to contribute and have a voice and we make reasonable adjustments to facilitate active participation.

SOS Fundraising & Communications Values

SOS' principles are reflected in our Development Strategy and guide our practise:

Inquisitive

Effective strategies need to be based on sound evidence. Our commitment to research and analysis helps us invest our resources wisely, where the need is greatest, to achieve the best outcomes for orangutans, people and forests.

Strong

Our core strength comes from building long-term, trustful and genuine relationships with audiences, donors and funding partners.

Agile

Achieving tangible and long-lasting results is complex, especially in a dynamic political and global economic landscape facing multiple uncertainties. Being a small and nimble organisation gives us many advantages to seek and explore new routes to success.

Keystone

Orangutans are a keystone species, shaping the habitat in ways that benefit their co-inhabitants and the overall biodiversity. Acting as a keystone organisation in the ecosystem of stakeholders, donors and funders we will enhance our success by promoting collaboration, innovation, transformative ambition and an evidence- and impact-led approach.

Decolonising Conservation and Fundraising

We acknowledge that conservation, fundraising, philanthropy and international aid in particular, have historically come with power imbalances between the donor or **'expert'** and the beneficiary. The traditional flow of funding and knowledge from the predominately white global north toward the global south has often been shadowed by colonial privilege and oppression, imposing **'solutions' onto cultures and practise without making space to hear the voices, learn from the experience or welcome the wisdom of the beneficiary communities.**

SOS and our frontline partner organisations thrive as a result of the authentic knowledge exchange and cross-cultural leadership which underpins our operations and activity. SOS continues to maintain awareness of the decolonising agenda and is always alert to any mitigation necessary to ensure full inclusivity, diversity and equality in our operations.

How to Apply

Please send your CV which demonstrates how you fit the person specification and a short covering letter of no more than two pages, telling us what you will bring to this role and why you want to work for SOS.

If you would like to arrange an informal chat about this role, please contact Sarah Moore, Development Director at sarah@orangutans-sos.org

Email to: recruitment@orangutans-sos.org

Closing Date: 9am, Monday 4th December 2023

First interviews: Monday 11th December 2023

