

Senior Corporate Partnerships Manager

CANDIDATE PACK

CEO WELCOME

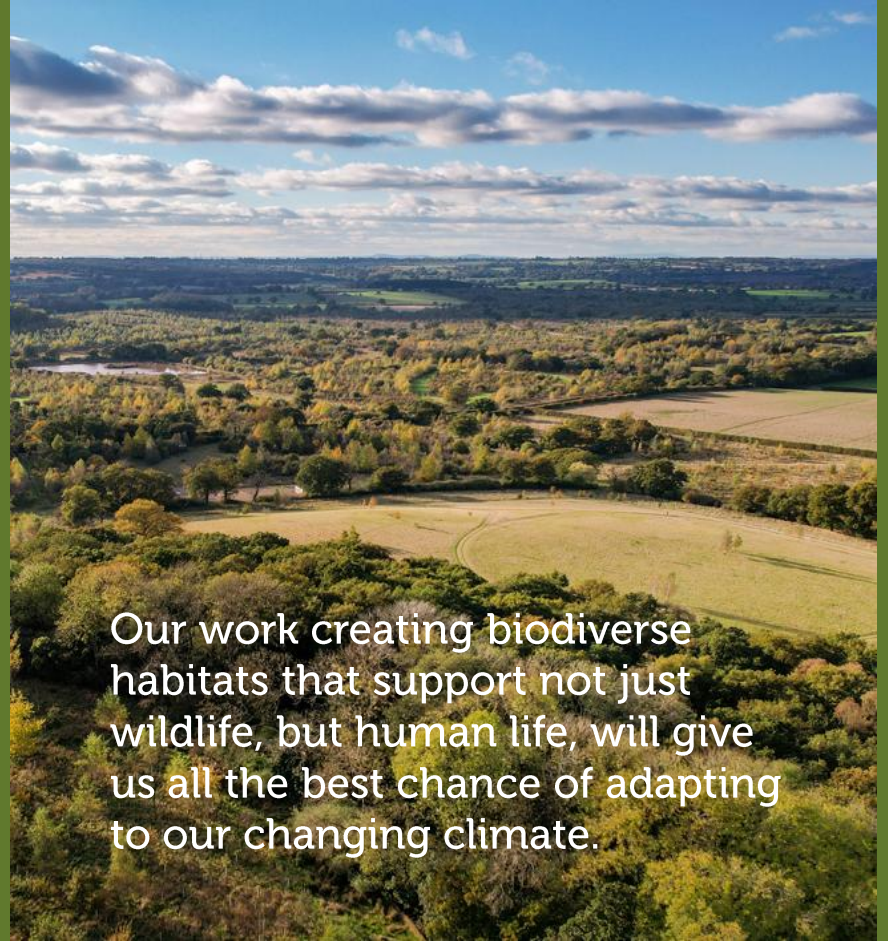


The Heart of England Forest is helping to reverse centuries of woodland decline by creating and conserving a huge broadleaf forest in the heart of the country, a place of enduring natural beauty, protected and secured for generations to come.

We take our mission very seriously; it has never been more important to invest in our natural environment. Our work creating biodiverse habitats that support not just wildlife, but human life, will give us all the best chance of adapting to our changing climate. The Forest is home to an incredible array of habitats, including new tree planting, mature and ancient woodland, grassland, heathland, farmland, and wetland, that enable animals, plants, and people to thrive. As the Forest grows, eventually covering 30,000 acres, so too will the benefits to both our health and that of the natural world.

We have made some positive changes to how we will operate going forwards, and the **Senior Corporate Partnerships Manager** plays an important part in this. Thank you for your interest in the Heart of England Forest. Please take a read of this candidate pack and I very much hope that you will be inspired to apply and help shape the future of this fantastic charity.

Andy Parsons



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OUR PEOPLE

We value our people; we are proud to be a [Real Living Wage Employer](#) and a [Disability Confident Employer](#).

Our amazing community of volunteers helps us with all aspects of creating and managing the Forest all year round, including tree planting, wildlife and habitat surveying, managing footpaths and assisting with our education programmes. We are proud to have been awarded the [Queen's Award for Voluntary Service](#), recognising the incredible support our volunteers give to the charity.

[Read more here:](#) [Heart of England Forest volunteers recognised with Queen's Award](#) | [Heart of England Forest](#)



JOIN US

Maintaining and managing the Forest in perpetuity for the benefit of people, wildlife and the environment is our biggest challenge.

This is an exciting time of growth and development for the Heart of England Forest. With our Chief Executive, we are reinvigorating our ambitious vision and updating our strategy to deliver one of the most significant resources for climate change mitigation and nature recovery in the country.

You can also find out more about our impact here charity here: [Our impact | Heart of England Forest](#) and in our most recent annual report: [Download our Annual Report | Heart of England Forest](#)

If you are inspired by our vision and our energy and would like to join us in creating an incredible breath of fresh air for the nation, we would love to hear from you.



THE ROLE

We're looking for an ambitious and talented **Senior Corporate Partnerships Manager** to continue to grow corporate support for the Heart of England Forest.

JOB SUMMARY

An integral part of our fundraising team, the Senior Corporate Partnerships Manager will be responsible for growing and retaining our portfolio of corporate supporters alongside identifying, securing, and maximising new corporate partnership opportunities to increase income for the charity.

With support from the Director of Fundraising & Engagement, the Senior Corporate Partnerships Manager will lead the delivery of an ambitious corporate fundraising strategy that includes a corporate giving programme, significant partnerships, sponsorships, and corporate volunteering opportunities. Line managing the Corporate Partnerships Fundraiser, you will work with a high level of autonomy but as part of a supportive wider fundraising team to grow corporate support for the charity into a significant and sustainable income stream.

The Senior Corporate Partnerships Manager will be a confident communicator, with excellent interpersonal skills. The role requires you to regularly represent the charity at various levels and so you need to be comfortable networking, presenting, and pitching to secure support. You will have superb relationship building skills and persuasive, engaging and creative writing skills to respond to briefs, engage partners, secure support, as well as celebrate milestones and achievements of partners.



KEY RESPONSIBILITIES

Strategy and Planning

- With the support of the Director of Fundraising & Engagement, grow and deliver an ambitious corporate fundraising action plan that supports our fundraising growth strategy to meet the immediate and longer-term needs of the charity.
- Work across multiple teams in the charity to deliver outcomes for your corporate clients, including directly working with Senior Leaders and the Board of Trustees as necessary.
- Implement necessary systems and processes to support the growth of corporate fundraising across the charity.
- Devise funding proposals that align with priority projects and funding needs for the charity.

Income Generation

- Identify, research, approach and cultivate new prospects, whilst developing and stewarding our existing portfolio of partnerships.
- Explore and secure new opportunities for significant income streams, including innovative proposals that follow product development processes..
- Make appropriate approaches and asks to secure donations from corporate donors to achieve targets.
- Provide strong commercial and financially astute approaches to developing funding models and projects.

KEY RESPONSIBILITIES (continued)

Team Management

- Undertake direct line management responsibility for the Corporate Partnerships Fundraiser.
- Plan, manage and monitor day-to-day work programme for the corporate fundraising team, including communicating with the wider fundraising team.
- Coach and mentor direct reports to build their contribution to client/account management, brand reputation and financial acumen.

Communications

- Produce and present clear, compelling, and creative proposals that respond to briefs.
- Produce bespoke project information, engaging impact reports and other supporting materials.
- Devise and co-ordinate a corporate communications and engagement annual planner to support the corporate partnerships programme.
- Input into relevant external Communications channels, including the website, print and social media.

General

- Demonstrate and promote the values of the Heart of England Forest.
- Maintain a commitment to high standards of health and safety at all times. Ensure all work is undertaken within the Heart of England Forest health and safety policy and processes.
- Play an active part within the wider Heart of England Forest team.
- Make active use of information and resources gained via personal networks to inform the development of this role.
- Perform any other duties consistent with the role and / or reasonably required by your line manager, and/or the Senior Leadership Team.



YOUR SKILLS AND EXPERIENCE

ESSENTIAL

- A confident and persuasive approach to making significant financial asks
- A proven track record of meeting and exceeding significant income targets within a fundraising environment
- Able to communicate Heart of England Forest values and standards to supporters and stakeholders in an engaging way
- Proven experience in securing and developing strategic corporate fundraising relationships.
- A track record of successfully approaching and securing new corporate partners
- Excellent prospecting, pitching, negotiation and account-management skills.
- Experience of working strategically and collaboratively with a wider fundraising / charity team to improve and strengthen supporter experience and contribute to achieving charitable objectives
- Superb verbal (phone and face to face) and written communication skills, sufficient to deliver effective pitches, presentations, and updates to diverse audiences in a clear and compelling way
- Knowledge of the Fundraising Regulator's Code of Practice and an understanding of corporate agreements
- Proven ability to multitask, prioritise workloads and meet deadlines
- An enthusiastic and self-motivated individual, able to organise and plan their own work

YOUR SKILLS AND EXPERIENCE (continued)

ESSENTIAL

- Proficiency in using a fundraising CRM package and Windows-based software packages including Word, Excel, Outlook, PowerPoint
- Able to travel and attend meetings throughout the UK
- A flexible approach to work and willing to work (and attend events) occasionally outside normal working hours

DESIRABLE

- Additional fundraising experience such as special event or trust and grant fundraising
- Experience working with boards and committees
- Experience of fundraising for either environmental or heritage causes



TERMS OF APPOINTMENT

Contract: 1 x permanent

Annual salary: £37,000 - £44,000

Reporting to: Director of Fundraising and Engagement

Responsible for: Corporate Partnerships Fundraiser

Annual leave: 28 days, plus bank holidays

Additional benefits:

Contributory pension scheme (matched at 4.5%)

Group income protection scheme

Group life assurance scheme (x4 death benefit)

Employee assistance programme

Medical health cash plan

HOURS

Normal working hours will be 37.5 a week, usually between 08.00 and 17.00, Monday to Friday, with occasional evening and weekend work to support events.

LOCATION

You'll be based at our head office in Dorsington. The post holder must have the willingness and ability to travel across the region. Hybrid working is supported.



HOW TO APPLY

If you believe that you are the right person to help take our work and ambition to the next level, we really want to hear from you.

Email your CV and a cover letter outlining how your experience meets the job specification to: jobs@heartofenglandforest.org

The deadline for applications is: Monday 9th November 2026 – 9:00am.

The Heart of England Forest is committed to safeguarding and promoting the welfare of children and vulnerable adults. Applicants must be willing to undergo protection screening appropriate to the post, including checks with past employers and DBS disclosure.

 heartofenglandforest.org  [@heartofenglandforest](https://www.facebook.com/heartofenglandforest)
 [@theheartofenglandforest](https://www.instagram.com/theheartofenglandforest)  [Heart of England Forest](https://www.linkedin.com/company/Heart-of-England-Forest)



DIVERSITY STATEMENT

We are building a culture where diversity is valued, and we can all be ourselves. We still have work to do but are strongly committed to inclusive practices which demonstrate fairness, equality, and anti-racism in everything we do. We will not tolerate less favourable treatment of anyone, especially those with legally protected characteristics, and welcome applications from all sections of all communities.

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Registered Charity Number 1097110
(in England and Wales)

Company Registration Number 4309564
(in England and Wales)