

Fundraising & Partnerships Officer

We're seeking a Fundraising & Partnerships Officer to help grow Marwell Wildlife's income and impact. This dynamic role is perfect for someone who's confident building relationships with businesses and passionate about connecting people with our mission.

Salary £30,000 per annum.

You'll focus 60% of your time on securing and managing corporate partnerships – from Charity of the Year collaborations to sponsorships and brand activations – and the remaining 40% supporting campaigns, appeals, and fundraising events.

What you'll bring:

- A track record in business development, sales, or corporate fundraising
- Strong communication, proposal writing, and relationship-building skills
- An eye for opportunity and a collaborative, can-do attitude
- The ability to juggle multiple priorities while keeping supporters engaged
- Knowledge of fundraising practices, data protection, and CRM systems

A driving licence and access to your own vehicle is essential. If you're creative, driven, and ready to help protect wildlife, we want to hear from you.

In return we will offer you support, training and continued professional development, not to mention a fantastic working environment! You can also expect free entry to the park.

If you would like to join our unique and vibrant organisation to become a part of the Marwell Family, please view the full candidate brief below and send a completed application form to jobs@marwell.org.uk.

Please submit your application as soon as possible as we may invite candidates to interview before the closing date.

Closing Date: 17 May 2025

Disclaimer: we reserve the right to close a vacancy earlier than the advertised date if we receive applications that meet the selection criteria. Once a vacancy has closed, we are unable to consider further applications, so please apply early to avoid disappointment.

Fundraising & Partnerships Officer

Role Profile

Job Title: Fundraising & Partnerships Officer
Salary: £30,000 per annum
Hours: 35 hours per week, working 5 out of 7 days, including Bank Holidays, weekends and evenings as required
Benefits: Pension at 5%, 33 days annual leave (pro rata)
Location: Marwell Wildlife
Reports to: Head of Fundraising

Key Internal Contacts

- Events Team
- Communications Team
- IT Team
- Retail, Admissions & Supporter and Guest Experience Teams
- Animal Care and Conservation Teams

Key External Contacts

- Existing supporters and donors
- Prospective supporters
- Suppliers & contractors

Role Purpose and Role Dimensions:

This exciting and varied role will focus primarily on developing and managing corporate partnerships (approximately 60%) while supporting the Head of Fundraising in delivering Marwell Wildlife's wider fundraising strategy (approximately 40%).

You will work to grow relationships with businesses, secure funding, and manage partnerships while assisting in delivering fundraising campaigns, events, and donor stewardship. This position is ideal for a versatile fundraiser eager to develop their corporate partnership expertise, whilst also continuing to support a broader range of income streams.

Key Responsibilities

Corporate Partnerships (60%)

- Proactively secure new corporate supporters across various initiatives, such as Corporate Engagement Days, Corporate Membership, Charity of the Year partnerships, sponsorships and brand activations.
- Work with the Head of Fundraising and internal teams to cultivate, secure and steward strategic partnerships and sponsorship.
- Respond to business enquiries, crafting compelling proposals and presentations.
- Represent Marwell Wildlife to expand our networks and secure support
- Collaborate with internal teams to deliver successful Corporate Engagement Days.

Individual Giving & Events (40%)

- Support the delivery of multi-channel campaigns and appeals to engage new donors and deepen relationships with existing supporters.
- Assist with regular giving programme development and supporter journey enhancements.
- Collaborate with the Communications Team to create compelling campaign content and donor communications.
- Support the Head of Fundraising to deliver a programme of fundraising events throughout the year, maximising opportunities for corporate sponsorship and engagement.

General

- Develop case studies that highlight the impactful outcomes and inspiring additional support and increased opportunities.
- Undertake end-to-end administration of supporter relationships, ensuring that records are accurately recorded on the CRM and ticketing systems.
- Support the Head of Fundraising in implementing the fundraising strategy to meet income targets and supporter engagement KPI's.
- Any other duty deemed reasonable as required by the Head of Fundraising.

The Candidate**Qualifications & Experience****Essential**

- Proven success in business development, sales, or corporate fundraising.
- Experience in fundraising campaign delivery or donor engagement.
- Excellent communication, relationship building and negotiation skills.
- Ability to work independently and collaboratively, focusing on achieving charitable and business goals.
- Strong organisational skills with an ability to prioritise and meet deadlines.
- Knowledge and understanding of Data Protection legislation.
- Ability to be innovative and creative.
- Excellent IT skills, including MS Office and CRM systems.
- Full driving license and access to a car for meetings / events.
- Flexibility to work evenings and weekends when required.

Desirable

- Experience of using Donorfy CRM
- Experience of working for a charity.
- Knowledge of the Code of Fundraising Practice
- A passion for wildlife conservation.