

JOB DESCRIPTION: Corporate Partnerships Manager

Job Title: Corporate Partnerships Manager

Location: Hybrid – Hampshire / Stirling offices / Remote

Salary: £32,000 (FTE pro-rata) / £21,621

Hours: 25 hrs per week (flexible)

Contract: Permanent

About us:

Learning through Landscapes is the UK's leading school grounds charity, dedicated to enhancing outdoor learning and play for all. Our vision is a society where the benefits of regular time outdoors are valued and appreciated, and outdoor learning, play and connection with nature is recognised as a fundamental part of education, at every stage, for every child and young person.

We have unrivalled expertise based on three decades of experience, practical action and research. With offices in England and Scotland and staff based across the UK, our team and our accredited network of outdoor learning experts have the capacity to work nationally and internationally. Click [HERE](#) for more information.

Main Purpose of the Post

To develop and maintain successful partnerships with corporate supporters and corporate foundations whose vision and goals align with Learning through Landscapes' vision and mission. The role will focus on strategic, long-term, mutually beneficial relationships which help LtL achieve its mission through income generation and added value including staff volunteering, network-building, and pro-bono support.





Specific Duties

New business development

- Develop and progress a pipeline of new business development to secure corporate partnerships.
- Develop and present engaging, creative and mutually beneficial proposals and applications for corporate partnerships.
- Support the Fundraising Lead to identify prospective corporate foundations.
- Support the Fundraising Lead with writing and submitting applications to corporate foundations.
- Collaborate with LtL's Communications team to reach target audiences with compelling messaging.
- Research and attend relevant networking events to open new partnership opportunities.

Account management

- Provide excellent account management and stewardship to strengthen partnerships, deepen corporate employee engagement and ensure relationship longevity.
- Use data from LtL's new Impact Measurement Framework to provide inspiring reports on what corporate partners have helped LtL to achieve.
- Work with colleagues to identify and facilitate additional opportunities for corporate engagement, including practical volunteering opportunities and pro-bono work.

Strategy and reporting

- Support the Management Team with the development of a Corporate Partnerships Strategy, including income targets and key performance indicators.
- Provide regular reports to the Management Team and stakeholders to measure progress towards targets.
- Keep comprehensive and accurate records of all fundraising activity.



General responsibilities

- Keep abreast of developments in UK fundraising and how these can benefit the work of LtL.
- Ensure all fundraising activities comply with regulations and guidance, including being GDPR compliant and following the Code of Fundraising Practice and Charity Commission guidance.
- Maintain a sound knowledge of LtL strategy, business plan and the case for investment in school grounds.
- Support organisational goals by contributing to cross-functional projects and initiatives.

What you'll need:

- Experience of securing and managing corporate partnerships, ideally in the charity, education, or environmental sectors
- Proven ability to develop compelling proposals and presentations tailored to corporate audiences
- Strong relationship-building skills, with a track record of developing long-term, mutually beneficial partnerships
- Excellent written and verbal communication skills, including experience writing funding proposals and impact reports
- Commercial awareness and an understanding of how corporate social responsibility aligns with business objectives
- Confidence in networking and representing an organisation at external events
- Experience of planning and delivering partnership activities such as employee volunteering or pro-bono projects
- Strong organisational skills, with the ability to manage multiple priorities and maintain accurate records
- Ability to work collaboratively with colleagues across departments to deliver high-quality partnership experiences
- Knowledge of GDPR and fundraising regulations, including the Code of Fundraising Practice
- A commitment to the values and mission of Learning through Landscapes



What we offer:

- Flexible working
- Holiday, 28 days (pro-rata) + bank holidays + a “birthday gift” day
- Laptop, phone and all travel & subsistence expenses
- Family & carer friendly policies
- Training and CPD by agreement
- Sick pay
- Pension scheme – 5% employer contribution
- Subsidised Christmas meal
- Free office refreshments
- A supportive and welcoming team of colleagues.

We’re an equal opportunities employer. All suitable applicants will receive consideration for employment without regard to race, colour, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

We are actively seeking to increase diversity within our workforce and are committed to recruiting the best people on the objective basis of their skills, ability and experience. We offer a guaranteed interview to eligible applicants who choose to opt-in to the scheme and can demonstrate that they have at least 50% of the “What You’ll Need” list. To be eligible to apply via the Guaranteed Interview Scheme, you must be from an ethnic minority. **Please state clearly in your covering letter if you are applying under the Guaranteed Interview Scheme.**

We are happy to support with any reasonable adjustments that are needed within the recruitment process.

If you would like an informal chat about the role, please contact the HR Manager, Sarah Knott on 07557 028600 or email sknott@ltl.org.uk.



To apply: Please send the following by email to recruitment@ltl.org.uk

- Your CV
- A covering letter explaining in no more than one side of A4, your interest in the role and the skills and knowledge you have that make you an ideal candidate
- Contact details (including email address and phone number) of two referees, one of whom should be your most recent employer.

The recruitment process:

The deadline for applications is **8 am on Monday 2nd June 2025.**

If you have not heard from us by 5 pm on Tuesday 3rd June 2025, you have not been shortlisted.

Shortlisted candidates will be invited to interview either via Teams or at our offices in Eastleigh, Hampshire **on Thursday 19th June 2025.**

Candidates will be informed of the outcome of the interviews by Friday 20th June 2025.