MARINE CONSERVATION SOCIETY

Information Pack

Corporate Partnerships Manager

£30,000 to £35,000 per annum
Full Time, 35 hours per week
Flexible/remote working in the UK



Photo Credit: Peter Bardsley

Our values

We work to protect our ocean, and all that depends on it, the wildlife, the people, and now, our planet. We are looking for people who demonstrate our values, but who also contribute their own perspectives and experiences to add to our knowledge and our culture.

- We are brave
- We are positive
- We have integrity
- We are a community
- We are credible
- We are solutions focused

Bring the ocean's story to life

At the Marine Conservation Society, we're working for the future of our ocean. For over 40 years, we have been defending crucial habitats, regenerating vital ecosystems, and inspiring volunteers in partnership with communities, businesses, and governments to champion science-based solutions for cleaner, healthier seas for people and planet.

This is a fantastic opportunity for an experienced corporate fundraiser who thrives on developing strategic partnerships and opening new doors. You'll be identifying and securing high-value corporate partnerships, shaping compelling propositions and building relationships with businesses that want to create a positive impact for our ocean. With a strong focus on new business development, you'll have the freedom to use your fundraising expertise, commercial awareness and creativity to drive meaningful income growth and help deliver lasting change.

Working as part of a collaborative and ambitious team, you'll also nurture a portfolio of valued partners, helping them deepen their engagement and maximise the impact of their support. This role offers the ideal blend of strategic business development, relationship management and purpose-driven work, giving you the opportunity to apply your experience, influence key partnerships and play a vital role in protecting our seas and coastal communities for generations to come.

What you'll do

- **Secure new corporate partnerships** that grow income and support the charity's mission.
- **Build a strong pipeline** of high-value corporate prospects and opportunities.
- **Create compelling partnership proposals** and lead pitches to win new support.
- **Manage and grow** existing corporate partnerships through excellent stewardship.
- **Collaborate across teams** to develop impactful partnership opportunities.
- **Deliver income targets** through effective partnership management, reporting and compliance.

Why join us?

- You'll be part of a passionate, friendly and forward-thinking team.
- Your work will directly help obtain the required corporate funding to achieve our overall aims and objectives.
- We're flexible, inclusive and committed to learning and growing together.
- We believe in evidence, action and people-powered change.

We've also got other ways to value your contribution:

- Annual leave starting at 25 days a year, plus Bank Holidays, and increasing with service (we also close between Christmas and New Year as extra time off)
- 8% employer contributions to our stakeholder pension scheme
- Sick pay at full-pay for 8 weeks, then 8 weeks at half-pay (after probation ends)

- Great work life balance through flexible and in many cases, remote working
- Support for your health and wellbeing with a programme of activities plus an employee assistance programme for you and the people who live with you
- A paid day for you to volunteer to support another charity of your choice

Celebrating difference

We know that at present the environmental and charity sectors do not reflect the true diversity of our communities. We recognise the role we must play in changing this. As an organisation, we are actively taking steps to play our part and you'll be warmly welcomed into our EDI working group (if you'd like to join!) which is shaping how we operate internally and externally.

We value who you are as a unique individual, and we encourage you to contribute your thoughts and experiences to help us grow as an organisation. We are an organisation that celebrates difference and so we welcome applications from all walks of life for all of our roles. If you have any queries surrounding role requirements or special adjustments, please don't hesitate to get in touch with us at hr@mcsuk.org.

Ready to dive in?

We understand that the application process can be difficult if you have a condition or disability that you are living with. We want to make it as easy as possible for you to shine during your application process, so please let us know what we can do to accommodate you. Read on through this pack – there's lots more detail on the role and what to put in your application.

Closing date: Sunday 6 December 2026
Interviews: w/c 7 December 2026



Corporate Partnerships Manager

Responsible to: Senior Corporate Development Manager
Line management: None

Overall purpose
We are seeking a proactive and commercially minded Corporate Partnerships Manager to play a key role in delivering our corporate fundraising growth ambitions.

Working closely with the Senior Corporate Development Manager, you will focus primarily on identifying, developing and securing new corporate partnerships that generate both unrestricted and restricted income in support of the charity's mission and vision.

Approximately **70% of this role will be dedicated to new business engagement**, including prospect research, pipeline management, relationship building, proposition development, pitching and securing new corporate partnerships. The remaining **30% of the role will focus on managing and growing a small portfolio of corporate partnerships**, ensuring excellent stewardship, retention and opportunities for growth.

You will be part of a Corporate Partnerships team of five and contribute directly to the achievement of ambitious income targets through the acquisition of new supporters, sponsors and commercial partners.

Key responsibilities:

- **Work alongside the Senior Corporate Development Manager** to deliver the corporate partnerships growth strategy and achieve agreed income targets.
- **Identify, research, cultivate and secure** new corporate partnerships, sponsorships and commercial opportunities.
- **Develop compelling funding propositions and partnership opportunities** aligned to organisational priorities.
- **Lead and support partnership pitches**, presentations and negotiations with prospective corporate supporters.
- **Manage a small portfolio** of existing corporate partners, maximising retention, renewal and growth opportunities.
- **Work collaboratively** with colleagues across the organisation to develop attractive and impactful partnership opportunities.
- **Ensure all partnerships comply with relevant legislation,** fundraising best practice and the organisation's Ethical Fundraising Policy.

Main duties

New Business Development (70% of role)

Corporate Growth & Pipeline Development

- Work closely with the Senior Corporate Development Manager to implement the corporate new business strategy and achieve ambitious income growth targets.
- Identify priority sectors, companies and partnership opportunities that align with organisational objectives.
- Develop and maintain a robust pipeline of qualified prospects capable of delivering significant financial and strategic value.
- Conduct prospect research and due diligence to identify organisations with strong alignment to the charity's work and values.

- Maintain accurate prospect records, actions and pipeline reporting through the CRM system.

Partnership Acquisition

- Proactively identify, engage and cultivate prospective corporate supporters capable of making five and six-figure contributions.
- Arrange and attend meetings with prospective corporate partners, presenting compelling opportunities for support.
- Research and develop opportunities across sponsorship, commercial participation, cause-related marketing and strategic partnerships.
- Lead and contribute to pitches, presentations and negotiations to secure new corporate partnerships.

Proposition Development

- Work with colleagues across conservation, policy, education, engagement, communications and digital teams to develop compelling partnership opportunities.
- Develop tailored partnership propositions, sponsorship opportunities and funding proposals for corporate audiences that align corporate objectives with the charity's mission and impact.
- Identify opportunities to amplify Marine Conservation Society campaigns, projects and strategic priorities through corporate partnerships.

Partnership Management & Growth (30% of role)

Account Management & Stewardship

- Manage a defined portfolio of corporate partners, ensuring excellent relationship management and delivery against agreed objectives.
- Lead partnership review meetings and ensure corporate partners receive high-quality reporting demonstrating impact and value.
- Work closely with the Corporate Partnerships Manager to deliver effective stewardship and aligned support communications.
- Identify opportunities to increase partnership value through renewals, multi-year agreements and additional fundraising opportunities.

Partnership Delivery

- Ensure all partnership agreements and sponsorship arrangements are delivered effectively and in line with agreed commitments.
- Monitor and track partner engagement, benefits and contractual obligations.
- Support the smooth onboarding of newly secured partnerships from acquisition through to delivery and stewardship.
- Ensure all corporate partnerships comply with charity law, GDPR requirements and the organisation's Ethical Fundraising Policy.

Cross-Organisational Collaboration

- Work collaboratively with colleagues across the organisation to develop and deliver successful corporate partnerships.
- Build strong relationships with programme teams to identify funding opportunities and partnership projects.
- Liaise closely with communications and digital teams on print, web and media outputs relating to corporate partnerships.
- Represent the organisation at networking events, conferences and corporate meetings as required.

Financial Management & Reporting

- Contribute to the achievement of agreed corporate fundraising income targets.
- Monitor and report on pipeline activity, income generation and partnership performance.
- Support forecasting, budgeting and income reporting processes.
- Provide regular updates to the Head of Business Engagement & Partnerships and Senior Corporate Development Manager on partnership pipeline and performance.

General

This role is home based within the UK, with ad-hoc travel to external meetings and events, and to other office locations.

All colleagues are required to act responsibly in terms of the health, safety and welfare of yourself and colleagues in accordance with our Health & Safety Policy and Procedures, and the policies as set out in the Employee Handbook.

The duties and responsibilities highlighted in this Job Description are indicative and may vary over time. You may be requested to undertake other reasonable duties and responsibilities relevant to the nature, level and scope of the post as advised by your Line Manager.

Person specification

Knowledge and experience (what you'll know)	
Essential	• Demonstrated success in securing multi-year funding (5 and 6 figure gifts) from corporate partners. • Proven ability to produce well-written, compelling and persuasive proposals – often interpreting technical and complex information - shaped to funder interests and criteria. • Experience in cause-related marketing, sponsorship, and brand-aligned corporate fundraising. • Experience in income tracking, forecasting, and contributing to fundraising strategy. • Excellent presentation and communication skills (written and verbal), with demonstrable experience in leading strategic conversations with and presenting to funders. • Proficiency in CRM systems and maintaining accurate financial and partnership records. • Substantial knowledge and understanding of the Fundraising Regulatory Code regarding data governance, compliance and due diligence.
Desirable	• An understanding of marine conservation, including areas such as effective ocean management, ocean regeneration, and water quality.
Skills & abilities (how you'll do it)	
Essential	• Well-developed interpersonal and networking skills to build strong long-term relationships with external donors, prospects and internal colleagues. • Strong negotiating and influencing skills. • Highly adept at managing multiple complex relationships, competing deadlines and prioritising a busy workload. • An analytical mind and strategic thinker, able to support strategy development and team processes, understand and interpret complex project information. • Excellent personal organisation and administrative skills, including time management and attention to detail.

	• Excellent ability to work effectively in a remote setting, with occasional travel across the UK when required.
Desirable	• Confident in the use of the UN Sustainable Development Goals and wider environmental and climate change frameworks that companies operate and report progress in.

Personal Qualities (what you'll bring)

A personal style in line with our values and our commitment to equity, diversity and inclusion:

We are brave — We have integrity

We are a community — We are credible

We are positive — We are solutions focused

An interest in our work and a keen interest in marine wildlife its protection/ environmental recovery.

A creative and innovative approach to work and the bravery to try new things.

The confidence to work independently but knowing when to seek assistance.

A desire to build open and supportive relationships with colleagues across the organisation.

Approaches problems with a creative and enabling mindset, seeks solutions, and responds well to challenges – managing your personal responses when things get busy.

Flexible in approach to work, with the ability to handle a diverse workload, prioritise and meet deadlines.

Is committed to providing an excellent service to their colleagues.

Is suited to working from home.

How to apply

Active job vacancies are shown on our website https://www.mcsuk.org/work-for-us/current-vacancies/ and clicking on the job title will take you to our application system.

If you would like to contact us to request an adjustment that would help you to fully and comfortably take part in our recruitment process, please contact us at hr@mcsuk.org

What we might ask you to tell us

Your CV –If we ask for a CV, you should remove your personal information like photographs, contact information, name and age. Our system can remove personal information, but it may make a mess of the formatting. It's much better to not include personal information at the start.

A motivation statement - tell us how your experience meets the role requirements by referring closely to both the job description and the person specification. Include examples of your work or experiences which show how you will meet the job criteria and person specification and what skills you bring which would make you successful in the role.

Your motivation statement should also let us know what inspired you to apply for this role with us – tell us what it is about our work that attracted you to the organisation and the position.

We find that stronger applications have this statement so to give yourself the best opportunity for this role, please ensure you include it.

Role-based experience - We may ask you to provide an answer to a question that's related to the role, and that might be instead of a CV, or to help us look at how you'll approach something that is likely to come up as part of the role.

Helping you to shine - We understand that the application process can be difficult if you have a condition or disability that you are living with. We want to make it as easy as possible for you to shine during your application process, so please let us know what we can do to accommodate your needs.

Selection process

If you're invited to an interview, you may be requested to prepare a task in advance or take part in a group activity as part of the assessment process – we'll let you have all the details in the invitation to interview. We will also invite you to talk with us about any reasonable adjustments which would support you in fully and comfortably taking part in the interview process.

The legal bit

If you're successful, all offers of employment are conditional, subject to the following:

- We are not licensed to issue work permits so candidates are required to provide proof of eligibility to work in the UK and may be requested to present original documents if invited for interview. If appointed, you will be required to have your right to work in the UK confirmed through our approved agency prior to starting work. If your right to work cannot be sufficiently established we will legally be unable to continue with your employment.
- Information on what you'll need to show will be provided as part of the invitation to attend an interview, but you can read more on the Home Office UK Border Agency website: https://www.gov.uk/government/organisations/uk-visas-and-immigration
- Receipt of two references which are satisfactory to MCS
- A check of your driving licence and insurance, if using a vehicle is an integral part of your role