



Corporate Engagement Lead

Job Description and Person Specification

About International Tree Foundation

We are a respected international charity that works with local groups in Africa and the UK to restore forests and woodlands, conserve habitats rich in biodiversity, and that helps communities improve their livelihoods. We are passionate about trees and the huge benefits they can have for people and planet. We care for the planet, and we care for people, including our staff.

Who are we looking for?

We are looking for someone who wants to be part of a small, friendly team that is passionate about trees and their benefits for people and planet. You will bring strong experience in corporate sales or fundraising and have an aptitude at initiating and developing corporate and trust partnerships. You will be a team player and excited by the chance to make an impact.

Job Description

JOB OBJECTIVE

To work closely with colleagues across ITF to bring in organisations that are keen to support ITF's mission. Lead approaches and negotiations to secure long-term, mutually beneficial corporate and trust partnerships in line with ITF's strategy and values.

REPORTING TO

The Chief Executive, working closely with the Communications and Engagement Manager

STAFF RESPONSIBILITIES

Currently – none

MAIN DUTIES

- Identify and develop new business opportunities
- Develop and lead engagement plans to reach senior decision makers at a range of prospective companies and trusts
- Develop compelling proposals and presentations for prospective new partners that align with core business issues, leading meetings with a range of corporate contacts
- Proactively approach corporate prospects, maximising the support we receive from the business community
- Be creative and innovative in generating funds from corporate partnerships including writing bids, proposals and pitches
- Manage ITF's corporate due diligence process
- Effectively negotiate including managing the contracting process
- Work with the CEO and others in the organisation to secure long-term, high value partnerships
- Renegotiate contracts with existing partners
- Maintain and deepen relations with existing corporate and trusts including through reporting back on existing grants and gifts
- Provide regular reporting on performance against income targets and prospect pipeline
- Continually evolve ITF's strategy for corporate engagement
- Participate and contribute to staff team meetings and teambuilding activities.
- Any duties, of an equivalent nature, that ITF from time to time require.

Person Specification

1. A successful track record either in corporate sales/relations OR in corporate fundraising
2. Confident in reaching out and developing networks
3. Strong, persuasive negotiating and relationship building skills which result in positive outcomes, with the resilience and motivation to overcome initial negative responses to proposals
4. Excellent communication skills, both verbal and written, with the presence and authority required to command attention at senior levels
5. Ability to deliver impactful sales pitches
6. A creative thinker who can identify new ways to engage corporates and trusts
7. A positive 'can-do' attitude that will enthuse prospective and current supporters
8. Strong organisational skills - deadline aware
9. Adaptable and responsive to the needs of a small charity
10. Committed to ITF's vision and values.

Terms and conditions

Hours:	2.5 - 3 days per week
Salary:	£28,000 - £32,000 pro rata
Location:	Flexible, ideally with some time spent in the Oxford office
Contract:	12 months
Probationary period:	3 months
Holidays:	27 days per annum plus statutory holidays
Pension:	Contributory pension scheme with life cover
Benefits:	Staff training package, weekly 'wellbeing hour' (pro rata), flexible working, cycle to work scheme.

ITF is an equal opportunities employer and values diversity.