

THE EARTHSHOT PRIZE

JOB TITLE:	Head of Partnerships
REPORTING TO:	Director of Partnership and Director of Strategic Engagement
HOURS:	37.5 hours per week
LOCATION:	Central London/Remote
CONTRACT:	Permanent
SALARY:	£60,000-£65,000 per annum

About Us

The Earthshot Prize, which launched globally in October 2020, is the most ambitious and prestigious of its kind – designed to incentivise change and help to repair our planet over the next 10 years.

Taking inspiration from the Moonshot, the Prize is based on 5 'Earthshots' – simple but ambitious and universal goals for 2030, focusing on nature, air pollution, oceans, waste, and climate, and if achieved will make life better for all.

Crucial to the mission of The Earthshot Prize are our global network of partnerships with funders, businesses, NGOs and individuals who share our purpose to unleash urgent optimism and action to accelerate eco innovations that repair and regenerate the planet; to celebrate the people and places driving change; and to inspire people all over the world to work together to repair the planet.

Job Purpose

To deliver this audacious vision, we are seeking an experienced and passionate Head of Partnerships to play a significant role in further building and delivering both the Fundraising & Engagement strategies for the Prize.

This role will directly contribute to the financial security and future sustainability of the Prize, while ensuring we develop, nurture and maintain a world class ecosystem of support from leading businesses, not for profits, philanthropists and influential supporters and networks.

At all points, and working closely with both the Director of Partnership and Director of Strategic Engagement, the focus will be on how to form genuinely collaborative relationships that maximise the impact of the Prize as well as, where possible, identifying opportunities to support partner endeavours

Another key part of this role is supporting the team to seamlessly offer a unique and positive experience for our partners based on purpose and mutually beneficial goals. Therefore, the successful candidate will be overseeing a programme of cultivation and stewardship opportunities to help manage and maximise our engagement with partners to ensure partnerships deliver on income, value in kind and strategic benefits, through leveraging the support, expertise and networks of our partners to amplify the impact of the Prize.

Principal Accountabilities

- Lead the implementation of The Earthshot Prize funding strategy including building and progressing a strong prospect pipeline.

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- Build and activate both individual and collective engagement plans for partners which align with the wider Earthshot Prize strategy. It is essential that these plans consider and deliver the full scope these strategic partnerships offer Earthshot, maximising the opportunities for both the Prize and partners.
- Ensure the flow of regular and seamless communication between these key partners and The Earthshot Prize team.
- Act as the main point of engagement at a senior level for partners and prospects, ensuring each relationship is managed to the highest professional standard and for maximum benefit.
- Ensure accurate record keeping is maintained for all stakeholder engagement and all communications and activities are recorded on our stakeholder database.

Relationships (Internal and external)

- The wider Partnerships team and other key members of The including the Storytelling Team and Innovation Team
- Our Global Alliance of funders, NGOs and philanthropists as well as our wider network of supporters
- Other key Earthshot Prize Stakeholders where and when appropriate.
- Members of the Royal Household as appropriate.

Person Specification

The Earthshot Prize is a high-profile organisation, and the successful candidate will appreciate the importance of discretion and confidentiality and have a mature and professional approach. This role is ideal for a self-motivated, responsive and well organised individual who thrives on managing donor and partnership relationships.

Key skills and Competencies

- Excellent stakeholder and partnership management skills: demonstrable ability to establish, maintain and evolve high value, multi-year strategic partnerships.
- Diligent in the delivery of regular communication, task completion and follow up.
- Innovative and proactive approach to creating unique, impactful, and mutually beneficial funding partnerships.
- Able to deliver exceptional and accurate work at a fast pace in complex environments, balancing a large number of different stakeholders and priorities at once.
- Attention to detail ensuring that both external and internal presentation is precise and accurate.
- Exceptional team player.
- Excellent written, verbal, and online communication skills.
- Excellent presentation skills and confidence to take the lead on all conversations with high-profile organisations.
- Good interpersonal and networking skills.
- Sound judgement, with an ability to identify issues before they arise and use personal initiative to resolve.
- A commitment and willingness to uphold The Earthshot Prize's values in all areas of work.

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Experience and Knowledge

- Demonstrable experience in a position of management/leadership working in high value strategic funding partnerships.
- Understanding and demonstrable experience of developing and implementing an ambitious and successful strategic funding partnership strategy which engages funding partners to support the delivery of programme aims and objectives beyond the provision of funds.
- Strong experience of delivering impact and progress through the development and delivery of unique funding partnerships.
- Demonstrable experience of building and activating a diverse prospect pipeline.
- Excellent network and interpersonal skills, able to build and maintain important and senior relationships.
- Considerable experience managing high-value and high-profile partners, and responding positively to challenging circumstances.
- Aptitude to maintain confidentiality and exercise the utmost discretion at all times
- Comfort and understanding of managing stakeholders based in different parts of the world.
- Experienced using Excel, PowerPoint, Outlook, and CRM database systems.
- Experience and in-depth knowledge of climate change and the environmental sector is a plus.

Qualifications

- Degree level education or significant relevant experience in lieu of this.

Practical Requirements

- Available to work beyond standard hours and to travel in/outside the UK as needed.

This document is not contractual and may be subject to change following consultation with the post-holder.