



Position Title: **Manager, Strategic Partnerships**

Starting salary: \$90,000 – \$110,000
Location: Wellington, Aotearoa New Zealand
Reports to: Chief Executive Officer
Direct reports: None

Role context

WWF-New Zealand's mission is to help create a future in which people live in harmony with nature; *kia noho ngātahi te tangata ki ngā kura taiao*.

The Manager, Strategic Partnerships role exists to aid the delivery of WWF-New Zealand's strategic direction - both by supporting the organisation's financial sustainability goals, and by achieving tangible, positive conservation impact through partnerships.

WWF-New Zealand has ambitious targets for ocean conservation, climate action, and biodiversity restoration in Aotearoa New Zealand and beyond – including reaching the new global target of 30% marine protection by 2030. We believe this is best achieved through the application of both science and mātauranga, and that indigenous communities are well placed to lead these projects as kaitiaki.

Purpose of the Position

The purpose of the position is to develop, secure and manage strategic partnership and major donor opportunities to provide funding and strategic value to WWF-New Zealand.

This role will suit a well-organised, resourceful self-starter who has a strong track record of building and managing relationships with diverse stakeholders (including corporate partners and tangata whenua), and seeing ideas through to completion. Ideally you should have a demonstrated interest in conservation and environmental issues, and at least a basic understanding of te reo and te ao Māori - or a clear commitment to learn. Experience in corporate partnerships and/or in major donor engagement would be a strong advantage.

What you will do

Working closely with the Chief Executive Officer, the Strategic Partnerships Manager is responsible for securing, developing and managing all strategic partnership and major donor opportunities for WWF-New Zealand.

More specifically, the Strategic Partnerships Manager is responsible for:

- Developing and executing WWF-New Zealand's strategic partnership and major donor strategies.
- Responding to, and engaging with, approaches made to WWF-New Zealand by corporate entities and major donors interested in potential partnerships.
- Undertaking due diligence and compatibility assessments of partnership prospects, and providing recommendations to senior leadership.
- Managing the development, initiation, and delivery of partnership agreements - which, beyond contract management, can also involve coordinating teams and their delivery of conservation outcomes.
- Ensuring that existing and new corporate partners and major donors are stewarded appropriately, resulting in profitable, constructive, and impactful long-term partnerships.
- Working closely with the Chief Executive Officer, Marketing and Engagement Director, and the Conservation Impact Team to identify and scope opportunities for new strategic corporate partnerships and major donors, and to develop cases for support.
- Developing tailored corporate sponsorship and major donor proposals.
- Developing and overseeing corporate fundraising initiatives to support WWF-New Zealand's conservation work, including but not limited to cause-related marketing, corporate social responsibility programmes, employee engagement of new and existing partners, workplace giving, and corporate engagement around Earth Hour and other major campaigns.
- Reporting on our partnership outcomes, including through case studies and by collaborating with our Communications and Marketing and Engagement Teams to tell the stories of the impact we've achieved.
- Collaborating regionally (and sometimes internationally) across the WWF Network on strategic partnership opportunities, and by sharing best practices of local activations.
- Undertaking other work as appropriate, as directed by the Chief Executive Officer.

Who you will work with

Internal

- Chief Executive Officer
- Marketing and Engagement Team
- Conservation Impact Team
- Manager, Finance and Administration
- WWF International Networks, including the Asia Pacific Core Team

External

- WWF supporters and the general public
- Corporate partners - both current and potential future partners
- Other strategic partners - including iwi/hapū and community groups
- Major donors
- Agencies, contractors and suppliers
- Other organisations and interest groups relevant to our strategic objectives

Your Key Skills and Experience

You will have:

Essential

- A tertiary level qualification or equivalent experience.
- Experience of managing multiple projects and working effectively with internal and external stakeholders to achieve goals, including Senior Management Teams.
- Minimum 3 years' experience of building and managing relationships at a strategic level (e.g. with high net worth or influential individuals / Boards).
- Exceptional interpersonal skills – an ability to quickly understand someone's interests and to build rapport and trust rapidly and effectively.
- Exceptional verbal communication skills – an ability to present and speak with confidence, clarity and passion, to pitch, negotiate and close successfully.
- Exceptional written communication skills – an ability to write a cogent and compelling case for support, and produce written documents that are inspiring, concise and informative.
- Strong influencing skills, with the ability to be credible and persuasive at all levels, internally and externally.
- Implementation experience of the principles of major donor fundraising including identification, research, cultivation, solicitation and stewardship, OR equivalent experience in a commercial environment.
- Experience of soliciting major gifts from high net worth individuals, OR other transferable experience of securing new business in a commercial environment.
- Proven track record of delivering against agreed targets, and deadlines.
- Excellent organisational and time-management skills, and the ability to prioritize tasks in line with project management discipline.
- Good numeracy and data skills, with attention to detail.
- Proven ability to work both within a team environment and autonomously when required.

Desirable

- Knowledge or experience of fundraising, including ethics and best practice.
- Work or volunteer experience in a not-for-profit, values-based organisation.
- Understanding of conservation issues in Aotearoa New Zealand and/or globally.
- Experience of using a CRM database to record interactions with prospects and customers/donors.

Your Key Personal Attributes

You will:

- Be committed to WWF-New Zealand's values and enthusiastic about building a future where people live in harmony with nature;
- Be committed to our supporters, and to building and developing positive supporter relationships.
- Be committed to the Treaty of Waitangi and the Equal Employment Opportunities principles.
- Have an open, approachable and friendly manner.
- Be self-motivated, positive and proactive - and take personal initiative.

- Be solutions-focussed, able to persevere when faced with obstacles, show resilience and flexibility to achieve desired outcomes.
- Show creativity and innovation to make projects come alive for donors and strategic partners.
- Be able to demonstrate honesty and integrity, tact and diplomacy, and to inspire trust and resolve conflict.
- Have a strong desire to keep learning, adapting and improving, taking on new professional skills, implementing best practice in your work.
- Be committed to working in a small team environment and in the eNGO sector.
- Be able to occasionally work in the evenings or weekends if required, and to undertake domestic and/or international travel if required.
- Be eligible to work in Aotearoa New Zealand.