

Job description

Development/Fundraising Officer Corporate Partnerships



November 2025

Position: Development/Fundraising Officer – Corporate Partnerships
Responsible to: Development Manager
Location: YDMT Offices, Clapham, North Yorkshire with flexibility to mix office and home working
Hours: Full time preferred but would consider part-time at 4 days per week
Salary: Band: Officer Scale: £30,305 - £33,146 (pro rata)

JOB PURPOSE

1. To develop and grow income from corporate partnerships
2. Delivery of YDMT fundraising strategy

ABOUT YORKSHIRE DALES MILLENNIUM TRUST

Yorkshire Dales Millennium Trust is a charity doing big things to support People, Landscape and Wildlife in the Yorkshire Dales.

Over the last 30 years we have delivered diverse and inspirational projects, helping to plant 1.6 million trees and secure the future of over 850 hectares of wildflower hay meadows, creating habitats for our wildlife and combatting climate change. We're passionate about inspiring vulnerable groups and future generations to care for this special part of the world.

Our ambitious fundraising strategy has enabled us to grow and maintain our annual voluntary income above £1.5m. To achieve this we are committed to providing the highest level of stewardship to our diverse range of corporate partners, and to attract new businesses who share our vision. It's an exciting time to join a growing area of fundraising, pivotal to advancing our charitable aims now and in future.

OUR VALUES GUIDE EVERYTHING WE DO

- **Enabling** – We make real practical things happen and are approachable, collaborative and inclusive, valuing people's opinions in everything we do.
- **Caring** – We are passionate about supporting the people, landscape and wildlife of the Yorkshire Dales and are committed to being sustainable.
- **Creative** – We thrive on new challenges and act with entrepreneurial spirit in order to make a positive difference to this special area.
- **Honest** – We always act with integrity and are open, clear and fair.

HOW WE WORK

- We deliver projects.
- We raise and distribute funds to enable our partners and individuals to deliver projects.
- We work in partnership to deliver the maximum charitable benefits to the area.

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OUR AWARD-WINNING APPROACH TO CORPORATE PARTNERSHIPS

Corporate partnerships are a key part of our fundraising income, with an annual budget of +/- £300,000 that we are looking to grow. As a charity, we're well placed to align ourselves with companies ESG strategies, working with them to deliver tangible and local environmental and social impact. We also offer exceptional staff and customer engagement opportunities, including environmental volunteering opportunities in the Dales. We recently won Best Environmental Impact Partnership of the Year for our work with Leeds Building Society and count Bettys and Taylors Group, Tarmac, Vanquis and Cooper King Distillery amongst our partners.

MAIN RESPONSIBILITIES

Ensure excellent stewardship of existing corporate partnerships

Account Management - providing the best stewardship of our corporate partners and build long-term partnerships, this will include:

- Creating and delivering tailored corporate partnership plans including building support for projects, employee engagement and customer facing campaigns.
- Producing regular inspiring impact reports to celebrate partnership outcomes and encourage continued support.
- Supporting the planning and delivery of an exciting volunteer programme, conducting site visits, writing risk assessments and briefing notes and delivering habitat creation and management events in the Dales throughout the year.
- Ensuring regular engagement of corporate partners through newsletters, social media activity, meetings, project updates and our website.

Business development

Helping to increase corporate income through securing new partnerships and developing existing ones:

- Prospect research to support our business development activity and help bring on new partners
- Supporting the planning and delivery of corporate engagement events that help drive corporate fundraising growth through new and existing partners
- Cultivate opportunities for additional funding from existing partners

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- Actively promoting YDMT, both internally and externally, in a constructive and professional manner

Delivery of the wider YDMT fundraising strategy

- Provide excellent customer service to all YDMT supporters, including supporting the fundraising team to deliver our individual giving programmes
- Support the team to deliver YDMT events – helping with development, promotion, organisation and follow ups
- Ensuring our CRM database is up to date, the system is used to capture all fundraising data, analyse donors and compile prospect and mailing lists.

General

- Help to maintain fundraising and reception rooms as efficient, safe and welcoming public areas.
- Carry out duties with due regard to the well-being and safety of others at all times.
- All staff members are expected to volunteer to support and assist at the occasional evening and weekend event.

This is not intended to be a full description of duties and the post holder may be required to perform any other duties commensurate with the nature of the post as deemed appropriate and by agreement with your line manager.