

# Yorkshire Dales Millennium Trust

Person Specification:  
Development/Fundraising Officer  
Corporate Partnerships



	Essential	Desirable
<b>Experience and Knowledge</b>		
Proven experience in a corporate fundraising, business development, or similar sales role	X	
Experience of building strong and effective relationships with existing partners / customers / stakeholders	X	
Experience of persuasive writing and/or impact report writing		X
Understanding of corporate charity partnerships in the context of Corporate Social Responsibility (CSR) and/or Environmental, Social and Governance (ESG)		X
Knowledge of the current rural environmental, economic and social 'landscape' and how a charity can contribute		X
Experience of planning and running engaging in-person events		X
<b>Skills</b>		
Excellent interpersonal and networking skills, able to build strong relationships with partners, YDMT staff team, supporters and beneficiaries	X	
Effective data gathering and research skills	X	
Computer literate (Microsoft Office, Excel, Outlook etc) and confident using a range of digital tools, including social media platforms	X	
Ability to use a CRM database	X	
Good organisation and time-management	X	
Knowledge of risk assessments and health & safety for event delivery		X
<b>Personal Attributes</b>		
Enabling, caring, creative, honest	X	
Good interpersonal, negotiating and influencing skills with a wide range of people	X	
Results orientated approach to work; resilient and self-motivated with ability to plan and manage own workload	X	
Full driving licence		X

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Qualifications		
Experience of working in a similar role	X	
Evidence of continuing professional development		X