



Fundraiser: Corporate partnerships and grants

Contract	Freelance / self-employed, 6 months initially, with potential to extend
Time	1 day per week (c. 26 days over 6 months), with potential to increase if successful
Fee	£250 per day, invoiced monthly
Location	Home or office based, and flexible, with some meetings, events and business visits in West Dorset and surrounding area. You must be within easy reach of West Dorset and have your own transport.
Reporting to	Dr Sam Rose, Exec Director, and Dr Tarsha Finney, Trustee
Start date	Applicant dependent

West Dorset Wilding

West Dorset Wilding is a landowner and farmer-led charity that restores nature in West Dorset through rewilding and regenerative agriculture. Our current main project is the Brit Valley Project, one of DEFRA's Landscape Recovery pilots, which brings together 51 farmers and landowners across more than 4,300 hectares of the River Brit catchment, but we are expanding this approach to large scale nature recovery in other adjacent areas. We are also looking at reintroductions of missing species and run events, talks and walks for our members and the wider community.

The role

We are looking for an enthusiastic, skilled, and personable fundraiser to grow our income, with a particular focus on turning our engaged local business community into long-term corporate partnerships. You will also identify and secure grant funding for our nature recovery work. We expect roughly two-thirds of your time to go on corporate work and one-third on grants, but that will vary according to priority.

Key responsibilities

Corporate partnerships and business engagement (main focus)

- Develop and deliver a proactive plan to grow corporate partnership and sponsorship income.
- Research and prioritise businesses whose values, ESG/CSR priorities or location align with ours, using knowledge of local and regional sectors to grow the wider business network.
- Build and manage a pipeline from first contact to agreed partnership, using our tailored propositions to show clear value for both the business and West Dorset Wilding.
- Look after existing business supporters, deepening relationships and securing renewals and increased support.
- Organise and host business breakfasts, represent us at networking and community events, and create opportunities for businesses to connect with each other as well as with us.

- Identify ways businesses can support us beyond funding, including volunteering, expertise and in-kind support.

Grants and trusts

- Research opportunities and agree a grants plan setting out which funders to approach, when, and for how much.
- Write or support high-quality applications, including five-figure bids, gathering project information and impact data from the team.
- Build relationships with funders, keep track of deadlines and potential income, and support impact reporting.

Across both areas

- Develop compelling cases for support showing the environmental, community and wider benefits of our work.
- Record all activity on our CRM in line with GDPR and the Fundraising Regulator's Code of Fundraising Practice.
- Provide a short monthly update on activity, pipeline and income.

Six-month goals (to be agreed at the start)

- A corporate partnerships plan, prioritised prospect list and grants plan in place within the first month.
- New corporate partners secured and further at proposal stage (numbers to be agreed)
- New grant applications submitted (numbers and value to be agreed)
- At least two business breakfasts or engagement events delivered.
- An up-to-date CRM and a clear pipeline, so work can continue after the initial contract.

About you

We are looking for the right person to work with this team, and if you think you have the right attitude and transferable skills, but do not meet the essential criteria, we still encourage you to apply.

Essential characteristics

- A track record of securing corporate partnerships or sponsorships and grants.
- Experience of developing a grants strategy and/or judging which funders to approach, and for what
- A confident, personable approach to contacting businesses and building relationships, with a good understanding of corporate ESG/CSR programmes.
- Strong prospect research, organisation and pipeline management skills, including use of a CRM.
- Excellent written and verbal communication skills.
- Commercially aware, while understanding the values and purpose of a charity.
- Self-motivated and able to work independently with little direction, while collaborating well with a small team and trustees in an evolving organisation.

Desirable characteristics

- Experience of organising or hosting business networking events.
- Knowledge of the Dorset business community.
- An interest in nature recovery, biodiversity, farming, climate or community-led change.
- Access to transport to attend meetings and events across West Dorset.

Practical details

This is a self-employed contract. You will be responsible for your own tax, National Insurance, equipment and insurance. Pre-agreed travel expenses will be reimbursed.

How to apply

Please send your CV and a covering letter (one page maximum) outlining your most relevant fundraising successes to jobs@westdorsetwilding.org by November 6th 2026. For a discussion or more information, please email info@westdorsetwilding.org.