**Freelance Corporate Fundraiser**

Plant Heritage is looking for an experienced **Freelance Corporate Fundraiser** to take our corporate partnerships to a whole new level. You will be reporting directly to the CEO and working closely with our Freelance Trust Fundraiser and one of our trustees who’s a fundraising professional. We have an exciting opportunity in May next year, so we need someone who’s ready to hit the ground running.

**How to apply**

If this challenge excites you, we’d love to hear from you. For an informal chat about the role, please contact **Alicia Grainger** at [fundraising@plantheritage.org.uk](mailto:fundraising@plantheritage.org.uk).Please send your proposal to [comms@plantheritage.org.uk](mailto:comms@plantheritage.org.uk) **by noon on Friday 10 October** detailing:

* Your relevant experience
* Your day rate and proposed work schedule
* How you would approach this brief

**About us**

Plant Heritage is a plant conservation charity, founded in 1978, with a unique mission to protect the diversity of garden plants across the UK and Ireland. We are the home of the National Plant Collections® and the Plant Guardian® scheme. With thousands of members and volunteers, we are safeguarding around 100,000 plants by growing them, sharing them and recording information about them, as well as organising educational events like talks, workshops and displays. Find out more at [www.plantheritage.org.uk](http://www.plantheritage.org.uk).

**About the role**

You will lead on all aspects of corporate fundraising for the charity. We have a small number of dedicated corporate members who support our work on a multi-year basis, as well as companies who advertise in our publications and others who provide some gifts in kind. But as we look to grow our income, we need to take our corporate fundraising to the next level. In 2026, we have an exciting opportunity, and we want to maximise the impact of this by securing corporate sponsorship (target £70,000). We’ve already developed a longlist of corporate prospects and now need additional resource to approach, pitch to, and secure funding – ideally by December/January.

In May 2026, we’ll be holding a key engagement event to bring new corporate partners on board and develop longer-term relationships. You will bring your corporate fundraising expertise to help make the event a success, with attendance by a strong pool of prospective corporate supporters.

Working closely with the Chief Executive and our Freelance Trust Fundraiser, you will build positive and long-term relationships with partners through meetings, phone calls, and email. You will need to develop strong relationships across the business community, ensure accurate record keeping in our Donorfy CRM, and contribute to the growth of a sustainable corporate partnerships programme.

**What success looks like**

* Securing corporate sponsorship for our 2026 project.
* Delivering a well-attended and impactful engagement event in May 2026 with strong corporate presence.
* Development of a robust corporate fundraising programme with a healthy pipeline of prospects.

**Key responsibilities**

* Lead on all corporate fundraising activity, from prospecting to securing and stewarding partnerships.
* Refine and implement our corporate partnerships offer, building on existing work.
* Approach, pitch to, and secure sponsorship at the five-figure level and above.
* Plan and deliver the May 2026 corporate engagement event alongside the team.
* Develop strong, mutually beneficial relationships with companies across relevant sectors.
* Work collaboratively with the CEO, Freelance Trust Fundraiser, and wider team.
* Contribute to Plant Heritage’s profile by representing us to external stakeholders with professionalism and enthusiasm.
* Ensure accurate and timely record keeping in our CRM system (Donorfy) and provide regular progress updates.

**Person specification**

**Essential experience and skills**

* Proven track record of securing five-figure corporate sponsorship.
* Highly developed written and verbal communication skills, with the ability to deliver compelling pitches, proposals, and presentations.
* Ability to build, manage and develop relationships with corporate partners at all levels.
* A creative and proactive self-starter, able to spot opportunities and act on them.
* Excellent time management and organisational skills, with a structured approach to work.
* Ability to work independently and manage priorities in order to meet deadlines.
* Sound understanding of budgeting techniques.

**Desirable**

* Knowledge of the horticulture, environment, heritage or conservation sectors.
* Experience of organising corporate engagement events.

**Working for us**

We have a small team of 9 staff, most part time, supported by specialist freelance experts. You are welcome to work out of our office next to the beautiful RHS garden at Wisley, Woking (shuttle available from Woking station) or remotely. We are prepared to pay up to £14,000 for this work, which we would envisage being done over a 6–12-month period.