# Corporate Sponsorship & Philanthropy Lead

**Salary:** £35,000 – £40,000 FTE
**Contract:** Full-time, Permanent
**Location:** Edinburgh (Hybrid Working Available)
**Reports to:** Head of Development

## About Edinburgh Science

Edinburgh Science is a world-leading science engagement organisation, best known for producing the **Edinburgh Science Festival**, as well as delivering innovative STEM education programmes **Generation Science** and **Careers Hive**, community engagement projects, and international science engagement initiatives. We inspire people of all ages to engage with science and technology, fostering a scientifically literate society that values evidence-based thinking.

## Role Overview

We are looking for a dynamic and ambitious Corporate Sponsorship and Philanthropy Lead to drive revenue growth and develop strategic partnerships with businesses that align with Edinburgh Science’s mission. This role is critical in securing new sponsorships, managing existing corporate relationships, and expanding our reach in both domestic and international markets.

The successful candidate will work with the Head of Development to develop and implement a sponsorship strategy, create compelling partnership packages, and work closely with stakeholders across industries – including technology, energy, finance, life sciences, and education – to secure sustainable corporate funding.

This is an exciting opportunity for a commercially minded professional to be at the heart of one of the world's most influential informal science learning organisations.

## Key Responsibilities

Sponsorship Strategy & Business Development

* Develop and implement a corporate sponsorship strategy to increase revenue and expand partnerships both in the UK and internationally.
* Identify, research, and proactively engage new corporate sponsors across relevant sectors, ensuring alignment with Edinburgh Science’s mission and values.
* Explore international sponsorship opportunities, working with partners in global markets to develop funding opportunities for Edinburgh Science’s programmes and events.
* Create bespoke sponsorship proposals and negotiate agreements that offer compelling brand and engagement opportunities for partners.
* Collaborate with the Head of Development to align sponsorship activities with Edinburgh Science’s wider fundraising and strategic objectives.

Relationship Management & Stewardship

* Act as the primary relationship manager for corporate sponsors, ensuring high-quality engagement, fulfilment of sponsorship agreements, and long-term partnership growth.
* Develop and manage sponsorship activation plans, ensuring partners receive value through branding, hospitality, thought leadership, and employee engagement opportunities.
* Maintain and update records of sponsor communications, agreements, and deliverables using CRM systems.

Sponsorship Activation & Impact Reporting

* Work with marketing, programming, and events teams to deliver meaningful sponsor activations across live events, digital content, and international collaborations.
* Develop reports and presentations demonstrating ROI, audience reach, and engagement outcomes for corporate partners.
* Provide regular performance insights, identifying opportunities to enhance and grow sponsorship impact.

International & Industry Engagement

* Represent Edinburgh Science at key industry events, conferences, and networking opportunities in the UK and abroad.
* Build relationships with international sponsors and partners, exploring opportunities to align Edinburgh Science’s programmes with global CSR, ESG, and STEM education initiatives.
* Work closely with Edinburgh Science’s international projects team to leverage commercial sponsorships for overseas programmes.

## Person Specification

**Essential**

* Proven track record of securing and managing corporate sponsorships in a relevant sector (e.g., science engagement, Festivals, arts, events, charity, education).
* Strong sales and negotiation skills, with the ability to confidently pitch sponsorship packages to senior decision-makers.
* Experience in developing corporate relationships to six-figure amounts and beyond.
* Knowledge of CSR, ESG trends, and how businesses engage with sponsorship and corporate social responsibility.
* Excellent relationship management skills, with experience in building and maintaining long-term partnerships.
* Strong commercial awareness, with the ability to develop creative and strategic sponsorship opportunities.
* Exceptional communication and presentation skills, both written and verbal.
* Highly organised, with strong project management skills, able to handle multiple partnerships simultaneously.
* Passion for science, education, and public engagement.

**Desirable**

* Experience working in the science, technology, or cultural sectors.
* Understanding of international sponsorship and funding landscapes.
* Familiarity with CRM systems such as Spektrix, Monday or similar.