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# Development Manager

Hours:

Full time

Position:

Paid

Type of work:

Fundraising

Employer:

Social Entrepreneurs Ireland

Summary:

Fundraising to support Ireland's high-potential social entrepreneurs

Description:

**POSITION: Development Manager**

**ORGANISATION: Social Entrepreneurs Ireland**

**LOCATION: 11/12 Warrington Place, Dublin 4**

*Our Vision:* An Ireland where every social problem gets solved quickly and effectively.

*Our Mission:* Support high-potential social entrepreneurs to tackle Ireland's social problems.

## Background to role:

At Social Entrepreneurs Ireland we believe that Ireland's social problems are not being solved quickly enough. We need to develop new ideas to tackle our biggest challenges. To achieve this we support social entrepreneurs from start-up to scale-up. We provide them with mentoring, funding and access to a network of support to help them to significantly increase their impact in Ireland.

We do this across three key pillars:

**SPARK:** Develop a pipeline of high-potential social entrepreneurs.

**SEED:** Support early-stage social entrepreneurs to develop solid foundations for their organisations.

**SCALE:** Directly support the best social entrepreneurs to scale across Ireland.

Over the last 13 years we have invested nearly €7 million in 211 social entrepreneurs. Their projects have gone on to impact the lives of 1.7 million people across the Ireland this year alone. The organisation has

undergone significant growth in the past 13 years and built a large network of supporters and partners across Ireland, the USA and the UK. We are privately funded by a range of Irish and Irish-American business leaders and entrepreneurs, a number of foundations, and a select number of leading Irish-based corporates. These include the likes of DCC plc, KPMG, A&L Goodbody and Permanent TSB, among others. We are now looking to strengthen our existing supporter base and increase it in the years to come, so that we can deepen our impact as an organisation.

### **Purpose of the role of Development Manager:**

We are seeking to recruit a Development Manager to drive our fundraising strategy and to build strong relationships with new and existing supporters. The Development Manager will be the key person leading and implementing a sales process, driving lead generation, identifying prospects, telling the SEI story and achieving our fundraising targets. Ultimately this role is about raising the funding that will support social entrepreneurs to **change Ireland**.

This role offers a great opportunity to join the team at a visionary, impact driven and entrepreneurial organisation. It also provides the opportunity to work closely with the CEO and interact at the highest level of Irish business.

### **Key Elements of Role:**

- **Strategy:** Implement and further develop the fundraising strategy within the organisation.
- **Relationship Development:** Develop strong relationships with existing SEI supporters and partners to retain and grow our supporter base.
- **Prospecting:** Identify and research new leads and prospects
- **Sharing the story:** Meet with key prospects to share the SEI story in Ireland, the USA and the UK.
- **Raising Funds:** Secure additional income for the organisation in order to meet our impact targets over the coming years.

All of the above elements relate to driving one thing: securing income for SEI from existing and new supporters.

### **Are you the right person for the role?**

- Do you have a deeply held passion for Ireland, and a burning desire to see positive change come about more rapidly in society?
- Are you inspired and energised by the work of social entrepreneurs?

- Do you have experience in the sales and development process (either sales or fundraising) and have a strong track record of delivering results in a sales / development setting?
- Do you have a strong aptitude for building and managing relationships at C-Level and with high-net-worth-individuals?
  - Are you a natural at capturing and communicating an emotional or visionary message, both orally and in writing?
  - Do you enjoy working in a fast-paced environment in collaboration with a team?
  - Are you fun to work with and do you act with authenticity and integrity in everything you do?

**REPORTS TO:**

**CEO**

**DATE REQUIRED:**

**January 2018 (Flexible for the right candidate)**

**SALARY:**

**Commensurate with experience**

Application details:

### **How to apply:**

If you are interested in applying please send your CV and a link to your LinkedIn Profile along with a cover letter detailing why you believe you are the right person for this role. Please also include your salary expectations for the position and when you would be available to start the role. All applications should be made before **close of business on 13th November** to [jointheteam@socialentrepreneurs.ie](mailto:jointheteam@socialentrepreneurs.ie) [1]

Social Entrepreneurs Ireland is an equal opportunities employer.

Region:

Dublin, Ireland the United States and The United Kingdom

Closing date:

13 Nov 2017

Social Entrepreneurs Ireland

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