

Rethink Ireland

Senior Business Development Executive - 2 Year Fixed term Contract

Contract: 2 Year Fixed Term Contract - Full Time
Based: Dublin or Cork
Benefits: 23 days Annual Leave. 8% employer pension contribution following successful completion of probation
This hybrid role is office based/on the road at least 3 days per week
Salary: €35,000 - €40,000 based upon experience

JOB DESCRIPTION

The Senior Business Development Executive will play an integral role in delivering the Rethink Ireland fundraising strategy with a particular focus on our delivery of increased funds from philanthropic partners including High Net Worth Families, Corporates, Trusts and Foundations.

As a key member of the Business Development Team, this role reports to the Business Development Manager.

JOB DESCRIPTION DETAILS

- Work closely and support the Business Development Manager/s in identifying funding opportunities and strengthening donor and prospect relationships across the philanthropic sector.
- Leverage tools online/online networks/ and face to face networking events to identify pipeline of donors
- Research major donors and trusts and foundations, and prepare documents for the Business Development team on their capacity/inclination to give.
- Research, manage and support the team on grant applications for trusts, foundations, major donors and corporates
- Work with Fund Managers to manage self-funded model income for funds.
- Write and develop high-quality content for emails, proposals, pitch decks and other materials

- Identify relationships with new and potential donors and support the team in the development of a strong funding pipeline
- Work closely with other teams in the organisation to create strong cases for support and impact reports for potential donors
- Attend donor / prospect meetings and over time strive to become a relationship manager
- Participate as part of the Rethink Ireland business development team in all working groups, meetings and workshops as required
- Perform other business development activities as required.

WHO ARE WE LOOKING FOR?

You are collaborative and excellent at managing relationships both internal and external. You have the ability to persuade, both in written and verbal English. You are curious, you enjoy research, writing and getting to know new people.

REQUIRED SKILLS AND EXPERIENCE

- A team player with 3 years' experience in fundraising and/or business development
- Consistent excellence in verbal & written communications in English – the ability to write effectively and persuasively is a must
- Target and results driven with the ability to manage multiple priorities
- Strong analytical and research skills with a focus on return on investment
- Experience of grant or bid writing and/or case for support development
- Experience of structuring workload and conflicting demands comfortably managing the multiple dimensions of the role
- Clear understanding of new media and technology and its application to assist fundraising
- Flexible, warm & friendly personality who can work well in a team environment
- A commitment to excellence and close attention to detail

Person Specification

- A commitment to Rethink Ireland's vision and values
- Curiosity
- Ability to demonstrate the highest levels of integrity and ethical fibre.

Our Values

- We work with our hearts and our heads – we value compassion, passion and fun.

- We take smart risks and we allow permission to fail because we know that innovation and risk are two sides of the same coin.
- We believe that social change is a team sport. We build trusted relationships, and we choose to collaborate to achieve our goals.
- We are curious and hungry to learn.
- We value bold ideas and bold leadership, and we develop remarkable people.

ABOUT RETHINK IRELAND

Rethink Ireland (previously Social Innovation Fund Ireland) supports the most innovative non-profit organisations working in communities across the country. We believe that a team effort is more effective than working alone. So joining forces with the Government, companies, families, individuals and foundations, who understand as we do that lasting change demands new thinking, is how we do business.

Together we create funds to help innovations rise to the challenges of our most pressing social and environmental issues. Our cash grants and business supports enable social innovations to develop and maximise their impact. This is our venture philanthropy model. The groups we support and the donors who support us don't just think differently. They act decisively on their ideas to build a more equal, just and sustainable Ireland.

What is social innovation?

At Rethink Ireland, we define social innovation as the successful delivery of new approaches to meet social needs more effectively and sustainably than those currently available.

Our mission

Our mission is to support the best social innovations so that they can grow and maximise their impact across Ireland.

Our vision

Our vision is an Ireland which is more just, equal and sustainable because of social innovation.

We are an equal opportunity employer and we strongly believe that diversity and inclusion lead to success. The work we do is underpinned by respect, equality, inclusion & diversity.

In line with Ireland's Equality Legislation we actively oppose discrimination on the following 9 grounds:

1. Gender.
2. Civil status: single, married, divorced, etc.
3. Family status: if you're the parent or person responsible for a child over 18, or if you're the main carer or parent of a person with a disability.

4. Sexual orientation.
5. Religion.
6. Age.
7. Disability.
8. Race.
9. Traveller community.

We also actively oppose discrimination on the grounds of socio-economic disadvantage.

HOW TO APPLY?

Please apply by 8.00am Wednesday, **25th October 2024**.

Please note that any information which you submit will be used for recruitment purposes only. Your record will be deleted after the process is completed.