

Rethink Ireland
Job Description
Business Development Manager -
3 Year Fixed Term Contract

Contract: 3 Year Fixed Term Contract

Based: Dublin

Benefits: 24 days Annual Leave

This hybrid role is office based/ on the road at least 3 days per week

Salary: €55,000 - €70,000 per annum based upon experience

8% employer pension contribution following successful completion of probation

COMMITMENT TO EQUALITY

We are an equal opportunity employer. We believe that diversity and inclusion lead to success and help us to achieve our best potential as an organisation. We commit to Respect, Equality, Inclusion and Diversity. We strongly welcome applications from members of minority and marginalised communities.

ABOUT RETHINK IRELAND

Rethink 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 innovative organisations 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.

Our vision is to build a more equal, just and sustainable Ireland.

JOB PURPOSE

The purpose of the Business Development Manager is to identify private and public funding opportunities, to build and, over time, strengthen and deepen key governmental, corporate, & high-net worth individual and family relationships for Rethink Ireland. You will be responsible for the whole grant proposal cycle, managing and maximising an extensive warm portfolio of donors, seeking to extend their support wherever possible through excellent relationship

management. You will also explore and secure new grant opportunities with an emphasis where possible on multi-year funding.

Rethink Ireland was set up to stimulate philanthropy in Ireland and has reached the huge milestone of becoming a €109 million fund. After achieving significant success amongst multinational and other companies in Ireland, our strategic plan sets out to build a bigger profile and further our relationships with families and individuals in Ireland.

In the coming years, there will be a wave of opportunities to achieve philanthropic culture change in Ireland as we are due to experience the greatest wealth transfer globally between generations and more women than ever are in control of their wealth. This role is mission critical and a key enabler to Rethink Ireland being well positioned to capitalise on these opportunities.

Together with the Director of Business Development and CEO, this role will involve initiating and building relationships with HNW individuals and philanthropists who have the capacity to give six and seven-figure gifts, while also working to build up our Innovator's Circle membership.

RESPONSIBILITIES

- Research, manage and deliver applications from prospective donors across corporates, trusts and foundations and high-net worth individuals
- Contribute to developing Rethink Ireland's fundraising strategy and identifying new funding opportunities
- Create, foster and maintain good relationships with partners and funding authorities
- Work closely with other teams in the organisation to create strong cases for support
- Perform any other business development activities as required.
- Act as an ambassador for Rethink Ireland at all times.

REQUIRED SKILLS AND EXPERIENCE

- You have a proven sales or fundraising track record over 5- 10 years, and have consistently delivered on targets
- You have a proven track record of securing 6/7 figure donations
- You can show a track record in working with corporate donors or customers and / or high net worth families and individuals as donors
- You have excellent communication skills and the ability to write great proposals
- You have experience leading productive meetings and creating inspiring pitches
- You love the art of negotiating, have great powers of persuasion, and the ability to close the deal
- You are a tenacious and resilient individual, who is self-motivated, with a strong work ethic
- You have strong analytical skills

- You have a warm and friendly personality and enjoy working with a team
- You demonstrate the highest levels of integrity
- You are passionate about making Ireland a better place and are committed to Rethink Ireland's mission and values.

DESIRABLE SKILLS AND EXPERIENCE

- Knowledge of Salesforce or similar CRM

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 hunger to learn.
- We value bold ideas and bold leadership, and we develop remarkable people.

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 5pm on 29th October 2024

If you have any questions, or would like to discuss the role, please contact us at careers@rethinkireland.ie.

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