



ChildVision are now seeking a **Donor Development and Partnerships Manager** to join their passionate, committed team. The successful candidate will play an integral role in delivering the ChildVision fundraising strategy by ensuring that donors and supporters have a positive experience maximizing their lifetime value. They will also further develop the strategy to grow revenue from direct mailing streams and to develop new opportunities and funding sources to help ChildVision realise its' ambitious growth strategy.

They will use their experience across direct marketing, digital platforms and advertising to generate new opportunities for supporter recruitment and retention across a range of channels. This exciting opportunity will be varied with responsibility to deliver in the following areas:

- Manage and deliver on the strategy for fundraising with the team to include IG, corporate leads, T&F, community giving, and campaigns.
- Undertake research and profiling to identify prospects and manage cultivation through events, marketing materials and web content in conjunction with the communications manager
- Use research and data-led insights to inform a strategic approach to all engagement, predictive strategies and enhancement strategies for public engagement through enhanced use of data and CRM system development.
- Project manage all methods of donor acquisition and retention, DM, Door to Door, etc. working with campus colleagues, parents and photography / GDPR to ensure the yearly calendar of donor acquisition, retention and cultivation is managed and planned.
- Ensure that all relevant third-party suppliers are managed effectively to deliver the best value to ChildVision
- Monitor and ensure that all donor management systems are run effectively and developed to provide adequate profiling, quality and extraction.
- Develop data-led segmentation and personalisation planning including a suite of reports to accurately report on all KPIs.
- Development of annual budget for the area and management of area costs and expenditure budgets on an on-going basis ensuring all activity is implemented within budget and within defined cost ratios.
- Develop a strong portfolio of appropriate campaigns, events, and community fundraising products to engage a diverse audience of participants and other stakeholders within the agreed budget
- Commitment to upscale in the digital area from SEO, to PPC, analytics of traffic and conversion data, and extending the success of the organisational lead generation and conversion strategies online and across social channels.



- As part of the Fundraising Team, the Donor Development and Partnerships Manager, will be responsible for identifying, attracting and securing new corporate partners
- Report and update the Team Manager on all matters pertaining to this role
- Develop and maintain data on all public fundraising income to ensure supporter acquisition, growth, retention, value and duration and overall lifetime value and return on investment.
- Deliver on annual income targets within a budget, and meeting all KPIs to ensure the long-term growth of these income streams.

The **Donor Development and Partnerships Manager** will be responsible for setting high standards of ethical fundraising and will foster a culture that is supporter-focused, results-driven and encourages growth and innovation. They will ensure excellent relationship management and stewardship of supporters in a professional and appropriate manner.

To succeed in this role, you will be a team player with high personal standards, excellent analytical skills and the ability to deliver targets with drive and energy and to be resilient in the face of obstacles.

Reporting Line

A key member of the fundraising team The Donor Development and Partnerships Manager will report to the Head of Development and Communications on all strategic matters and will report to the Team Manager on operational matters.

Training, Experience and Qualifications

- 3-5 years of fundraising experience, with advanced analytical and experience of database management
- A very strong understanding of COTY and Sponsorship opportunities
- A strong track record of success in winning business ideally in the sector

Knowledge and Skills

- Planning, database segmentation, analytics
- Ability to work collaboratively, as well as independently
- Ability to apply strategic thinking to research relevant corporate and trust and foundation opportunities within the sector
- Motivating and empowering
- Highly organized with the ability to work under pressure, prioritise & multitask
- Passionate about data



Competencies

- Innovative
- Technical expertise
- Adaptability, Drive and Resilience
- Accountability
- Communicating and influencing
- Quality & donor focus

Remuneration & Benefits

- Salary range between €55,000 to €60,000(DOE)
- Hybrid model, 3 days on campus, 2 days WFH, 39 hours a week.
- Training & development opportunities
- 24 days annual leave pro rata
- Access to Pension scheme after probation period
- Employee Assistance Programme
- Two-year fixed-term contract with the possibility to renew

If you are a focused and results-driven fundraising professional with proven experience in this area, the ability to create a feeling of enthusiasm, confidence and unity among colleagues and a passion for the work of ChildVision, we would love to hear from you.

Please send a cover letter and CV to azramujanovic@childvision.ie by January 11th 2024