

## Job Vacancy

### Director of Fundraising and Communications

*Just because our children can't see the stars doesn't mean they can't reach for them... This is YOUR opportunity to play a key leadership role in ensuring they can!*

ChildVision is Ireland's only dedicated centre for children with sight loss, many of whom also have profound sensory impairments and additional complex needs. We are a national resource campus for families and professionals, who require access to expert support in the area of visual impairment and/or additional disabilities. At ChildVision we provide a supportive and inclusive learning community where disability does not create a barrier to the fulfilment of aspiration or ambition.

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| <b>TITLE:</b>          | Director of Fundraising and Communications  |
| <b>LOCATION:</b>       | ChildVision, Drumcondra, or at any other location associated with the service.  |
| <b>RESPONSIBLE TO:</b> | CEO   |
| <b>WORKING HOURS:</b>  | 39 hour working week. Hours of attendance will be determined by the CEO or designated nominee. From time to time you may be required to work outside of the normal hours. |
| <b>HOLIDAYS:</b>       | ChildVision's holiday year runs from 1st January through to 31st December. Entitlement is 30 days.  |

**Key Remit:** Philanthropy, Corporate Partnerships, Individual Giving, Legacies, Community Engagement, Events and Internal & External Communications.

ChildVision is seeking an experienced and dynamic senior fundraising professional to join our leadership team as Director of Fundraising & Communications. Reporting to the CEO, this role will play a pivotal role in advancing our mission by embedding a culture of philanthropy across the organisation, while leading our supporter engagement and stewardship across all donor strands.

The Director will be responsible for developing and implementing a renewed fundraising strategy and building the team and resources required to deliver an impactful and sustainable donor development programme, with a strong emphasis on cultivating values-led and impact-driven relationships with individuals and corporate and philanthropic partners.

The Director will also have responsibility for ChildVision's communications strategy, sharing the value and impact of ChildVision's services to various internal and external stakeholders.

### **KEY OBJECTIVES**

- Lead the fundraising function at ChildVision, encompassing capital campaigns, corporate partnerships, trusts and foundations grants, major donor engagement, individual giving, legacies, events and community activities.
- In partnership with the CEO, develop and implement ChildVision's new fundraising strategy, exploring innovative ways of engaging new and existing donors across all funding avenues.
- Build and empower a high-performance fundraising team
- Encourage and inspire Board, management and cross-departmental support and engagement in fundraising
- Develop and oversee the delivery of a multi-channel, integrated communications strategy that effectively communicates ChildVision's mission and impact to a broad range of stakeholders.

### **Scope**

A senior fundraising and communications professional, with experience operating at a management level, the ideal candidate will have proven experience in cultivating relationships and securing major philanthropic and corporate investments (ideally 6 and 7 figure gifts) and will be instrumental in managing and expanding ChildVision's philanthropic relationships to drive our mission forward through purpose-driven partnerships. Experience in managing capital campaigns will be a significant advantage.

### **Your responsibilities will involve:**

- Introducing innovative fundraising initiatives to expand our current portfolio of partnership and philanthropic activities.
- Working closely with the CEO, SMT and the Board to review, revise and refresh existing donor relationships and build new strategic partnerships.
- Managing and implementing a multi-channel donor development programme, initially based on the ChildVision existing supporters and client base, then growing in line with a new fundraising and philanthropy strategy within the context of the organisation's strategic plan, policy and core values.

- Establishing and maintaining effective fundraising management systems, such as managing the CRM system and any other databases to optimise donor communication and engagement.
- Contributing strategically and tactically to the future growth of fundraising and philanthropic impact through ongoing analysis of the market, including regular reviews of fundraising activities, fundraising trends, the external environment and competitor activity.
- Applying an ESG (Environmental, Social & Governance) lens when identifying and approaching values-aligned corporate partners for ChildVision to enable multi-annual strategic partnerships.
- Keeping supporters, volunteers and friends updated on ChildVision's services, innovations and fundraising activities.
- Monitoring and achieving income and expenditure budgets within defined cost ratios to meet ChildVision's investment requirements across services, enterprises and capital projects.

### **People management & communication**

- Manage the fundraising and communications team to ensure a high quality of work, excellent levels of motivation and the achievement of annual strategic objectives as approved by the Board and the Senior Management Team.
- Provide leadership, support, guidance and supervision to the fundraising and communication team in terms of impact and day-to-day performance.
- Facilitate effective internal communications with staff across all departments in ChildVision

### **Other**

Ensuring that ChildVision's values, ethics and ethos are consistently reflected in all fundraising, philanthropic and communications activities.

### **Experience**

- 5+ years operating in a senior fundraising role at management level.
- Experience of developing and implementing fundraising plans
- Experience of financial management, planning and budgetary control, including ability to forecast.
- Experience of managing and leading high performing teams.
- Experience of working with senior executives and Boards.
- Proven experience in launching successful fundraising and philanthropic initiatives.
- Track record of building and maintaining strong relationships with high-value donors and corporate partners.

### **Knowledge & Expertise**

- In-depth knowledge of a range of fundraising and philanthropic disciplines.
- Sound knowledge of related fields (e.g. marketing, branding, and supporter care).

- Excellent knowledge of financial planning & budgeting procedures.
- Excellent knowledge of the charity, fundraising and philanthropic sector and relevant regulation and best-practice.
- Knowledge and familiarity of fundraising management and CRM systems.
- Knowledge of Corporate trends and the broader ESG landscape.
- Strong IT skills - including Word, Excel, Outlook, & PowerPoint.

### **Personal Qualities**

- Strong leadership skills - an ability to lead by example and inspire and motivate teams.
- An ability to work effectively with cross-disciplinary teams and functions.
- Excellent interpersonal skills, including persuasion, diplomacy, networking and negotiation.
- Excellent communication skills.
- Excellent planning, project management & organisational skills, including the ability to deliver to multiple priorities whilst retaining a thorough attention to detail.
- Strategic & Analytical thinker.

### **Benefits**

- Company Pension contribution 7%
- Bike to work scheme
- Childcare
- Employee assistance program
- Discounted Gym membership
- On-site parking
- Sick pay scheme

To apply please submit your application to [HRTeam@childvision.ie](mailto:HRTeam@childvision.ie) by Friday 26<sup>th</sup> 2024

For more information please contact [Annamarie.walsh@yahoo.com](mailto:Annamarie.walsh@yahoo.com)