

Nano Nagle Place: Fundraising & Development Lead **(<https://www.activelink.ie/node/110565>)**



Fundraising & Development Lead

18 Months Fixed Term Contract
Full Time, 37.5 hours per week
Located in Cork City

About Nano Nagle Place

Nano Nagle Place is an unexpected oasis in the centre of bustling Cork City, a place that celebrates Nano Nagle's vision of empowerment through education, community inclusion and spiritual engagement for a contemporary world. Nano Nagle Place houses an award-winning museum, heritage buildings, a conference centre, walled gardens, a design and book shop and a hub for a range of community projects. Nano Nagle Place has been recognised by Trip Advisor as "Travellers Choice" for 2023 and 2024, categorised as the Best of the Best for tourism destinations.

About the role

This role will focus on building relationships and partnerships to facilitate supporters who wish to champion Nano Nagle Place. The successful candidate will be passionate about making a difference in an organisation with an ethos rooted in social justice and community development. The Fundraising and Development Lead will play an integral role in the delivery of Nano Nagle Place's Funding Strategy. The successful candidate will be responsible for fundraising across several targeted areas.

Responsibilities include:

1: General Fundraising Responsibilities

- Roll out of specific and targeted aspects of the Funding Strategy.
- Ensure annual income targets are delivered within budget.
- Meet KPI's to ensure sustainable funding and support new income streams.
- Set high standards of ethical fundraising and maintain a culture that is supporter focused, results driven and encourages growth and innovation.
- Plan and deliver fundraising events across the calendar year.
- Oversee the development of the donor file with due consideration of the GDPR and other regulatory requirements.
- Ensure effective communication through the process of asking, thanking and reporting to supporters.

2: Corporate Fundraising

- Recruit and steward strategic corporate partners.
- Develop and coordinate corporate fundraising campaigns and events.
- Develop proposals and presentations for securing corporate support.

3: Institutional Funding

- Develop and implement a plan to grow income from Grants, Trusts and Foundations by identifying new opportunities and funding sources.

- Work with the wider team to identify need and opportunities for support from institutional funding.
- Work with the wider team to source and develop compelling impact stories.
- Coordinate the process through application to reporting as necessary.

4: Major Donors

- Recruit and steward major donors.
- Develop and implement special events to engage new high-value supporters.

5: Other

- Develop product propositions to attract supporters through membership offerings.
- Research and develop a plan for the implementation of a regular giving programme with a particular focus on alumni and diaspora.
- Execute the legacies aspect of the Fundraising Strategy.
- Other related tasks as assigned.

About You

- Minimum of 2 years' experience working in a fundraising role.
- Previous experience executing effective and impactful fundraising and marketing strategies.
- Excellent communication skills and a focus on detail.
- Demonstrated organisational, planning, and analytical skills.
- A flexible and collaborative self-starter who excels in a team environment.
- Excellent networking, relationship management, and reporting skills.
- IT literacy with proficiency in MS Office.
- CRM/database management experience with a demonstrated focus on data protection.
- Ability to work in collaboration with colleagues and manage multiple projects.
- An individual with demonstrated integrity who is committed to excellence, attention to detail, and Nano Nagle Place's vision and values.

Nice to Have Skills and Experience

- Experience in retail, tourism, event management, or sponsorship background.
- Experience working in the community and voluntary sector.

Benefits

- Competitive salary dependent on experience
- Hybrid & flexible working options
- 24 days annual leave
- Contributory pension of 4%
- Bike to Work Scheme
- Employee Assistance Programme

Equal opportunities

We actively encourage applications from all sections of the community. Nano Nagle Place is an equal-opportunity employer.

To be considered for this position, please send a cover letter and an updated CV to ClodaghODonovan@AdvanceHR.ie (mailto:ClodaghODonovan@AdvanceHR.ie) before 5pm on Friday, 6 September.



Region
Cork City

Date Entered/Updated
30th Aug, 2024

Expiry Date
6th Sep, 2024

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