

Shine: Fundraising Lead (Part Time) **(<https://www.activelink.ie/node/112855>)**



Role: Fundraising Lead

About Shine

Shine is a national organisation dedicated to supporting and educating individuals, family members, and communities impacted by mental illness and stigma. Guided by our vision of a compassionate and inclusive Ireland, Shine works tirelessly to create a society where those affected by mental illness are supported and included in all aspects of life. As we continue to expand our reach and deepen our impact, this is an exciting time to join Shine. Our commitment to innovation and growth is at the heart of everything we do, and we are now seeking a talented and driven Fundraising Lead to join our team and help us sustain and enhance our vital programmes and services.

The Opportunity

Shine is looking for a dynamic and motivated Fundraising Lead to take on a pivotal role in driving our fundraising strategy and securing the financial support necessary to achieve our mission. This is a unique opportunity to contribute to a cause that makes a real difference in society while building and shaping the organisation's fundraising capacity.

The Fundraising Lead will:

- Work closely with the Head of Communications and Engagement, the Senior Management Team, and the CEO to develop and implement a comprehensive fundraising strategy.
- Cultivate and manage relationships with current and future donors, corporate partners, and philanthropic organisations to ensure high retention rates.
- Identify and secure new funding opportunities from a range of sources, including grants, corporate partnerships, and community fundraising initiatives.
- Collaborate with Shine staff, board members, volunteers and key stakeholders to align fundraising efforts with organisational priorities and goals.

Key Duties and Responsibilities

1. Secure additional income from corporates, foundations, and individuals to meet fundraising targets.
2. Identify, research, and cultivate new donor leads and prospects, leveraging relationships for successful outcomes.
3. Create and manage a portfolio of donor prospects, developing personalised cultivation and solicitation plans.
4. Develop and manage fundraising campaigns and events to attract new supporters and retain existing ones.
5. Deliver high-quality, timely, and personalised stewardship to ensure donor satisfaction and loyalty.
6. Ensure high standards of donor communications and engagement, aligning with brand and mission.
7. Develop compelling fundraising materials to effectively communicate Shine's mission and funding priorities.
8. Manage fundraising systems and procedures, ensuring efficiency and effectiveness.
9. Utilise Salesforce (Shine's CRM) to identify and track prospects, ensuring accurate data management.
10. Monitor and evaluate fundraising initiatives, tracking revenue, donor retention, and other key performance indicators.
11. Ensure compliance with governance, regulatory standards, and best practices, including GDPR and privacy policies.
12. Report regularly to the CEO and Board on fundraising progress and impact.
13. Engage the Board and stakeholders to harness additional fundraising support and expertise.
14. Stay informed on trends in the fundraising and not-for-profit sectors to identify new funding opportunities.

15. Represent Shine at events and networking opportunities to promote the organisation and build relationships with potential donors.

The Ideal Candidate

We are seeking an enthusiastic and experienced fundraising professional who brings:

- A strong track record in fundraising, business development, or partnership management.
- Exceptional organisational and project management skills, with the ability to prioritise and meet deadlines.
- Excellent communication and relationship-building skills, with a proven ability to engage a variety of stakeholders.
- A results-oriented mindset and a commitment to achieving ambitious goals.
- Experience with CRM systems, and fundraising platforms.
- A genuine passion for mental health and stigma reduction, and alignment with Shine's values and mission.

Why Join Shine?

- **Impactful Work:** Be part of a team driving real social change and making a tangible difference in people's lives.
- **Career Development:** Take on a pivotal role at a key moment in Shine's growth, with the opportunity to shape and build our fundraising capacity.
- **Flexible Working:** Enjoy a hybrid working model with flexibility to balance office and remote work.
- **Supportive Environment:** Join a values-driven organisation committed to compassion, inclusion, and innovation.

Key Details

- **Contract:** Part-time (0.6 WTE)
- **Salary:** €60,000 - €70,000 (pro rata)
- **Location:** Maynooth (flexible and hybrid working model)
- **Travel:** Regular travel to meetings and events in Dublin and occasionally nationwide.
- **Additional:** Some out-of-hours work required for meetings and events (Time Off in Lieu provided).
- **Annual Leave:** 24 days per year plus public holidays (pro rata)

How to Apply

If you are an experienced fundraising or business development professional with a passion for mental health and stigma reduction, we want to hear from you. To apply, please submit:

1. A tailored CV.
2. A cover letter outlining your suitability for the role and alignment with Shine's mission.

Applications should be sent to [recruit@shine.ie \(mailto:recruit@shine.ie\)](mailto:recruit@shine.ie) by **Friday 31st January 2025**.

For further information, please contact [ceo@shine.ie \(mailto:ceo@shine.ie\)](mailto:ceo@shine.ie).

Region

Maynooth, Co Kildare / Hybrid

Date Entered/Updated

23rd Dec, 2024

Expiry Date

31st Jan, 2025

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