

## **Dental Health Foundation: Head of Development** **(<https://www.activelink.ie/node/113545>)**



### **Head of Development**

**Location:** Sandyford, flexible and hybrid arrangements available

**Supervision:** Reports directly to CEO

**Position Structure:** Full-time, 23-month fixed-term contract, with potential for extension based on funding

**Travel:** Routine travel within Dublin, occasional nationwide travel for industry events and meetings with funders

### **About the Dental Health Foundation**

The Dental Health Foundation (DHF) is Ireland's leading independent charity dedicated to improving oral health and well-being. Since 1977, DHF has actively contributed to oral health promotion, supporting government policy, the Health Service Executive, and community groups. We aim to empower individuals to make better oral health choices, guided by evidence-based practices.

### **Position Overview**

We are seeking a strategic and driven Head of Development to lead our new fundraising strategy, focused on securing major gifts from corporations, charitable foundations, and high-net-worth individuals. This newly created role will support DHF's Case Campaign, aligned with Ireland's Oral Health Policy (Smile agus Sláinte) and the WHO's Global Oral Health Strategy. You will have the opportunity to shape and grow the fundraising programme, with scope to make it your own.

### **Primary Responsibilities**

- Secure significant major gifts from individuals, corporations, and foundations
- Identify, research, and build relationships with donors, especially within the oral health sector
- Develop a portfolio of key donor prospects and create tailored engagement strategies
- Research and apply for relevant grants
- Develop a corporate giving strategy to secure multi-annual partnerships
- Work with the DHF team to develop and implement new fundraising initiatives

### **This job might be for you if:**

- You have 8-10 years' experience in fundraising and securing major gifts
- You are a strong communicator with the ability to build lasting relationships
- You thrive in a fast-paced environment and enjoy working independently as well as in a team
- You're passionate about relationship-centred fundraising and have a drive to make a meaningful impact

### **What We Require:**

- Proven success in multi-annual fundraising and securing significant grants
- Strong interpersonal and communication skills
- Passion for DHF's mission and the ability to drive dynamic partnerships
- Sound judgment and an understanding of the non-profit and health sectors
- Third-level qualification (Master's preferred)

### **Terms**

- Fixed-term contract for up to 23 months, with possible extension depending on funding
- Salary: Up to €70,000 per annum, commensurate with experience
- Performance metrics will be set to evaluate the contract renewal after Year 1

## How to Apply

Please email your CV and a tailored cover letter outlining your suitability for the position to Neal Newman at [newmanassociates@mac.com](mailto:newmanassociates@mac.com) (<mailto:newmanassociates@mac.com>).

**Closing date:** February 17, 2025

### Region

Dublin 18 / Hybrid

### Date Entered/Updated

31st Jan, 2025

### Expiry Date

17th Feb, 2025

### Attachment

### Size

[DHF Head of Development Full Job Description.pdf](#)

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