

Down Syndrome Ireland: Corporate Partnerships & Development Manager (<https://www.activelink.ie/node/114962>)



Corporate Partnerships & Development Manager

Do you care about championing diversity, equity and inclusion and creating a more inclusive world? Down Syndrome Ireland (DSI) is the national charity for people with Down syndrome and their families in Ireland, supporting over 3,500 members across 25 branches nationwide.

We believe every child has a right to supports to fulfil their full potential. We are working to achieve an optimal quality of life for people with Down syndrome, as equally valued, independent citizens. DSI supports their lives across key pillars of our strategy – health, education, training and skills and access to employment. We continue to advocate to effect policy change and to build more inclusive workplaces and communities.

Collaboration is one of our driving values and creating strategic corporate partnerships and growing philanthropic giving with a shared ambition for impact, is at the cornerstone of our strategy. We are recruiting an experienced and ambitious Corporate Partnerships & Development Manager to join our committed fundraising team.

The ideal candidate will have the ability to work effectively as part of our fundraising team as well as originate, take ownership and proactively drive relationships and engagement initiatives with corporate partners, and identify other areas of sustainable funding from grants across Trusts and Foundations and potential major donors.

Relevant experience in a similar fundraising environment and excellent business development, presentation and relationship management skills, with the ability to prioritise a varied workload are essential attributes for this role.

Key Duties and Responsibilities:

Strategic Planning & Budgeting

- Develop and implement a strategy, outlining key plans, budgets and KPIs with key income targets.
- Secure significant philanthropic gifts (<10k-€300k) from corporations, foundations and high net worth individuals.
- Prospecting & Lead Generation
- Take the lead on researching, targeting, recruiting and managing a pipeline of new corporate partnerships across a variety of sectors, and research and present philanthropic funding opportunities.

Relationship Management

- Take ownership of a strong base of existing corporate partnerships and grant funders, nurture and develop relationships to deliver on objectives.
- Maximise sustainable fundraising income and create shared value aligned to corporate social sustainability objectives.
- Develop supporter engagement plans and feedback on the impact of the funding in a timely manner.
- Update the CRM database with any leads developed by other teams and manage the donor stewardship journey.
- Develop compelling case for support:
- Working closely with program teams, identify restricted and unrestricted funding opportunities that align with the shared purpose and objectives and thematic areas of philanthropic funders.
- Working with fundraising & communications team, identify clear areas where partnership can amplify the mission and support DSI to scale income and impact across national campaigns, employee fundraising and volunteering opportunities.

Reporting

- Prepare and submit high quality impact led funding applications and effectively manage all reporting requirements for national corporate partnerships and grant funding.
- Keep up to date with codes of practice and legislative requirements and abreast of the latest requirements of corporates in relation to social sustainability reporting.
- To ensure relevant internal departments and team members are aware of funding streams and their obligations regarding delivery and reporting requirements.
- To prepare internal and external reports including financial reporting, project monitoring and donor reports.

Person Specification

Required Skills and Knowledge:

- Minimum 3 years' relevant experience in a corporate, major gifts, trusts and foundations or business development role
- A track record that demonstrates securing and building corporate partnerships, grants and individual funder relationships
- Proven strategic writing skills with the ability to articulate and inspire the long term vision and values of Down Syndrome Ireland
- Strong strategic, analytical, planning and budgeting skills with a focus on return on investment
- Excellent networking, interpersonal and communication skills with experience managing senior level relationships with corporate partners, sponsors and individual funders
- Highly developed business development and relationship building skills – from prospecting to closing.
- Good knowledge of fundraising best practice and the principles of Corporate Social Responsibility and wider trends in diversity and inclusion.
- Ability to work effectively as part of a small team and on their own initiative
- Demonstrable experience of structuring workload and conflicting demands of comfortably managing the multiple dimensions of this role
- Energetic, creative and proactive 'what if' approach, with a strong work ethic
- Highly organised and excellent attention to detail in all aspects of work
- Highly computer literate – proficient in Microsoft Office and using CRM databases
- Knowledge of and interest in Ireland's charity sector and in the mission of DSI.
- Ability and willingness to travel nationally, when required and flexibility for out of hours work when required.
- Full drivers licence required.

Benefits

- Salary: €55k - €60k depending on experience. This is a permanent full-time role with a six month probation period.
- 25 days annual leave
- 2 Company/Discretionary Days
- Employee Assistance Programme
- Company Sick Pay Scheme

Location

This position will be based in Down Syndrome Ireland's National Office, Unit 3 Park Way House, Western Parkway Business Park, Ballymount Drive, Dublin D12 HP70

DSI employees currently work a hybrid model comprising 3 days in the National Office and two days remote working

If you have any queries relating to the role please contact Shona atrecruitment@downsyndrome.ie (<mailto:recruitment@downsyndrome.ie>).

Closing date for applications is Monday 21st April at 5pm.

Down Syndrome Ireland is an equal opportunity employer.

Please click here to apply. (<https://app.occupop.com/shared/job/corporate-partnerships-development-man-89672>)

Region

Dublin 12 / Hybrid

Date Entered/Updated

8th Apr, 2025

Expiry Date
21st Apr, 2025

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