



## **CANDIDATE INFORMATION PACK**

### **Head of Strategic Giving**



Marine Court Centre, Malahide

Co. Dublin, K36 VK53

**e:** [hello@mantrastrategy.ie](mailto:hello@mantrastrategy.ie)

**w:** <https://www.mantrastrategy.ie>

## **About Simon Communities of Ireland (SCI)**

The Simon Communities is made up of a network of 8 independent Simon Communities across Ireland which work to help people find and maintain a home and move on from homelessness. They have operated in Ireland for 50 years and are a well-known and respected brand with a shared vision of a society without homelessness.

The Simon Communities of Ireland national office has a focus on driving positive change in policy based through developing innovative research, advocacy, collaboration, and communication.

You can read our current strategic plan [here](#).

## **About the Role**

This is an incredible opportunity to be part of the team who raise vital funds and support the work of the Simon Communities of Ireland.

Reporting to the Executive Director, this newly created role will focus on building partnerships across a number of industries to facilitate supporters who wish to impact those supported by the Simon Communities in Ireland. The successful candidate will play an integral role in the development and delivery of the first national SCI fundraising strategy through growing its reach in the Philanthropic and Corporate community through a variety of activities including charity of the year partnerships and national corporate partnerships to drive income from corporate supporters and major donors. They will also develop and implement a plan to grow income from legacies, Grants, Trusts and Foundations by developing new opportunities and funding sources to help SCI realise its' ambitious growth strategy.

You will need to be a great communicator and influencer with a commitment to collaboration and partnership, excellent presentation, relationship building, and networking skills and extensive experience of driving income growth in the areas of corporate fundraising.

Key areas of responsibility include;

- Develop and deliver on the strategy for national corporate partners, charity of the year fundraising and corporate campaigns, legacies, trusts and foundations.

- working collaboratively with regional communities to maximise funding opportunities at national level.
- Deliver on annual income targets within budget, and meeting all KPI's to ensure the long-term growth of the national income stream.
- Develop a case for support, product propositions and a moves management programme with clearly defined strategies to ensure major gift prospecting, growth, retention, value and duration and overall lifetime value and return on investment.
- Use research and data-led insights to inform a strategic approach to all prospect strategies.
- Development of annual budget for the area and management of area costs and expenditure budgets on an on-going basis ensuring all activity is implemented within budget and within defined cost ratios.
- Develop a strong pipeline along with a plan to develop and foster strong relationships with decision makers in the scope of the role.
- Develop a high-level plan for major supporters, giving circles in corporate and other key opportunities.
- Develop a strong plan and calendar of opportunities for developing proposals and submitting to bids/ tenders and grant applications.
- Ensure that all third-party suppliers are managed effectively to deliver best value to SCI.
- Management of website, social media platforms etc. as required.
- Other ad hoc tasks as assigned.

## **About You**

You will be responsible for setting high standards of ethical fundraising and will maintain a culture that is supporter focused, results driven and encourages growth and innovation. You will ensure excellent relationship management and stewardship of our supporters. Excellent networking, relationship management and reporting skills are essential to this role with the ability to work within a team environment.

To succeed in this role, you will be a self-starter with high personal standards and the ability to pursue goals with drive and energy and to be resilient in the face of obstacles. You will also have;

- Excellent understanding of fundraising best practices and compliance
- A proven track record of achieving and delivering agreed fundraising targets
- Be an experienced networker with an ability to manage multiple relationships at all levels
- A strong ability to manage budgets, finance and fundraising
- Excellent presentation creation and delivery skills
- Ambitious with a high level of energy and an exceptional work ethic

## **Other requirements**

- A full driving licence and access to a car as this position requires some travel.

- Flexibility to travel as required.
- All applicants must have the right to work in Ireland

### **Terms**

- Full-time, permanent role, based in Dublin city centre with a blended working arrangement and some travel as required
- Salary €65k - €70k
- 35hr hour working week
- Employer pension (5% employer contributory)
- 25 days annual leave

### **How to Apply**

The recruitment campaign for the role of Head of Strategic Giving is being managed exclusively on behalf of Simon Communities of Ireland by Mantra Strategy. For a confidential, informal discussion about this role, please contact Suzanne on 086 6001039.

To apply for this role, please email your CV and a cover letter outlining your suitability and experience to [suzanne@mantrastrategy.ie](mailto:suzanne@mantrastrategy.ie)

The closing date for receipt of applications is Monday 20th March 2023

For more information on SCI please visit <https://www.simon.ie/>

For more information on Mantra Strategy please visit [www.mantrastrategy.ie](http://www.mantrastrategy.ie)