

Job Title

Job Title: Fundraising Manager

World Vision Ireland is part of World Vision, the largest international child-focused humanitarian and development NGO in the world. Our 34,000+ staff members worldwide, work in nearly 100 countries, where we have impacted the lives of over 200 million vulnerable children. Through World Vision, every 60 seconds a family gets water; a hungry child is fed; a family receives the tools to overcome poverty.

We are dedicated to supporting children living in some of the world's most challenging and fragile contexts. We work with children to reach their full potential by tackling the root causes of poverty and injustice, and by collaborating with families and communities to build resilience, bring about sustainable transformation and create positive shifts in mindset.

World Vision Ireland's primary objective is to support field operations in both our core long-term development programmes, and in humanitarian & emergency relief.

We achieve this by raising public, institutional, and Governmental funds; by informing and engaging the Irish public about the humanitarian issues our teams witness first-hand in the field; and by influencing Irish Governmental policy in the areas of long-term development and emergency relief.

World Vision Ireland works with people of all faiths and none.

Job Overview

World Vision Ireland is seeking a dynamic Fundraising Manager to play a key role in driving the organisation's growth and sustainability. This important position will be responsible for expanding the donor base and securing a thriving future for the organisation. The successful candidate will have an acute attention to detail and will have exceptional organising skills. This role will involve engaging with donors on the phone, email and post: thanking, engaging, and inspiring growing financial support from donors.

What will the role entail:

- Day to day leadership on Door-to-Door and Face-to-Face acquisitions.
- Monitor the quality of newly recruited donors from Door-to-Door agencies through weekly fail-payments reports and collaborative work with Finance administrator, Data Analyst and Director of Fundraising and Comms.
- Manage all Tax Back campaigns throughout the year.
- Manage Tele-Marketing campaigns (upgrades, saves, reactivations) and the relationship with the agencies and the relevant budget.
- Manage Area Programme Closure.

- Lead out on Appeals and Bounceback campaigns and manage fulfilment agencies and budget.
- Manage supporter retention.
- Responsible for achieving yearly child sponsorship and monthly giving donor (CHR) targets from the Door-to-Door, Tele-fundraising.
- Responsible for achieving annual targets and KPIs for the Tax Back channels, Appeals and Bouncebacks.
- Planning and delivering timely thank you calls and ensure they are completed on time to our loyal donors to show appreciation for their support
- Line-manage Supporter Engagement Lead.

Other responsibilities

- Leadership role within the department and organisation.
- Management of third-party suppliers as required.
- Participate in internal meetings and communications.
- Represent World Vision at events and meetings, as required.
- Perform other duties and tasks, as required in non-routine circumstances.
- Work closely and in collaboration with all departments and provide relevant support as required.
- Keep up to date on sector developments in line with the responsibilities of the role.
- Candidate must be flexible to the changing needs of the role.

Reporting

- Monthly reports on department performance for the Director of Fundraising and Communications and Senior Leadership Team.
- Quarterly reports across all Fundraising activities for the FAIRCO and Ministry sub-committee and the Board of World Vision Ireland. Presenting at Board Meetings as requested.
- Ongoing reporting of expenditure v income and YTD budget spend.

Person specification

Key requirements/essential:

- Must have 3 years of experience in a similar role or related field to include: Supporter Acquisition and Retention, Tax back, Telemarketing, Appeal management, and people and vendor management.
- Experience in the charity sector and the codes of best practice in Fundraising, Communications and Governance are essential.
- 3rd level qualification in the relevant field.
- Fluency in verbal and written English is essential.

Other requirements:

- Ability to manage, motivate and lead.
- Strong budget management skills.
- Excellent interpersonal skills
- Self-motivated with the ability to multi-task and perform under pressure and tight deadlines.
- Ability to work in a facilitative, participatory and collaborative manner.
- An inquisitive approach, particularly within learning and keeping aware of constantly evolving supporter motivations; the propensity for audiences and individuals to start and continue to support World Vision Ireland.

Skills and personal qualities:

- Excellent communication skills- including active listening.
- Enjoys working within a targeted and results orientated environment.
- Ambitious, hardworking, and collaborative.
- Positive, can-do attitude.
- Results focussed with sharp attention to detail.
- Demonstrate organisational values at all times
- Being flexible to the changing needs of the role.
- Passionate, determined and committed to the humanitarian and development work of World Vision.

Contract Details

- Job Title: Fundraising Manager
- Reporting To: Director of Fundraising and Communications
- Salary: €45,000
- Job Location: Rathmines, Dublin 6, with the option to work one day/ week from home.
- Contract Type: Permanent Full-Time contract.
- Working hours: 35 hours Monday to Friday
- Benefits: 4% employer pension contribution*.
VHI healthcare*.
Generous Holiday Allowance.
Parking on site.

*Employee will be entitled to the Pension & Healthcare entitlements, following a successful completion of 6 months' probation period. The pension rises to 8% after two years.

Please apply with CV & cover note to ire-jobs@worldvision.ie Closing date: 14/02/2025

Interviews are scheduled to take place on the following dates: first round - 20/02/2025 and second round 28/02/2025

Applicants must be authorised to work lawfully within the EU. We will not sponsor applicants for work visas.

At all times when you are at work, we expect you to practice World Visions values.

The above job description only serves as a guide for the position available. This is not meant to be exhaustive but describes the essence of the role and responsibilities.

World Vision Ireland reserves the right to change this in accordance with the needs of the organisation.

World Vision Ireland is an equal opportunities employer.

Safeguarding

Safeguarding children and vulnerable adults is foundational to all of World Vision Ireland's activities and programmes. Central to everything we do is our commitment to first do no harm to children or adult beneficiaries, to respect the rights of all beneficiaries, and to uphold the best interests of children as a primary consideration in all actions and decisions.

World Vision has specific policies on this commitment which outline the expected behaviour and the responsibility of all staff, consultants, and other affiliates. Any candidate offered a position with World Vision Ireland will be required to sign and abide by the organisation's Child & Adult Safeguarding Policy and Behaviour Protocols. All successful candidates will be subject to detailed reference checks and some roles may require police background checks.