

Job Title
Philanthropy and Church Engagement Manager
One Year Fixed-Term Contract

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 (WVIRE) is looking for a Philanthropy and Church Engagement Manager who will develop warm and fruitful relationships with Major Donors and key church network leaders in Dublin and Nationally. This is a brand-new role and there is plenty of scope to develop this role and make it your own.

The successful candidate will implement the Major Donor (MD) and Church engagement strategies by working closely with MDs, church leaders and networks to communicate our vision. The Major Donor Program will rest on engaging with those donors who have the passion and vision to be part of World Vision's bigger projects that impact the world's most vulnerable children, families and communities. The Church Engagement programme is based on inviting the partner church congregations to support, pray for and sponsor our work through Child Sponsorship and the World Vision Chosen programme, Emergency and Christmas Appeals, and other ad hoc campaigns and activities.

This role is highly relational and requires the successful candidate to approach our already established and warm relationships as well as develop new relationships. The main outcomes of this dynamic role are to develop relationships with individuals and churches, build the World Vision presence and brand recognition, present Chosen, build Child Sponsorship in churches and offer a more meaningful engagement and support for World Vision's bigger projects.

What will the role entail:

- Implement Major Donor and Church Engagement strategies
- Develop meaningful, personable and strong relationships with WVIRE MDs who have supported us for a long time, those who support four or more children as Sponsors, and those who have been wealth screened
- Establish regular and personable communication and build support for various appeals throughout the year and other ad hoc campaigns and activities
- Develop relationships with the warm portfolio of Church Partnerships who are familiar with WVIRE work and may already be supporters. In addition, identify and develop a portfolio of new relationships with churches and parishioners
- Actively engage Church leaders to develop Church Partnerships
- Deliver presentations to congregations on the work of World Vision and invite people to participate in Child Sponsorship and other fundraising programmes
- Grow WVIRE's presence and brand recognition in churches
- Achieve financial and non-financial targets on time and within budget following established KPIs

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
- The 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 FAIRCOM 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

As a successful applicant, you will have excellent people skills, be relational, have influencing skills, patience and perseverance in developing and establishing relationships and be able to motivate people to support the work of WVIRE. We are looking for a self-starter with a lot of energy and passion for the world's most vulnerable communities.

Personal qualities:

- Enjoys working within a targeted and results orientated environment
- Ambitious, hardworking, and collaborative
- Positive, can-do attitude
- Results focussed with sharp attention to detail
- Always demonstrate organisational values
- Being flexible to the changing needs of the role
- Passionate, determined and committed to the humanitarian and development work of World Vision

Key requirements and essential skills

- Min 2 years-experience working in the not-for-profit or church sector
- Experience in implementing a strategic vision and developing a pipeline for fundraising key programs
- Strong business acumen and growth mindset
- Strong written and verbal communication skills
- Excellent active listening skills
- Fluency in verbal and written English is essential
- Excellent networking skills
- Excellent interpersonal skills
- Third level education in relevant field
- Business development and relationship management experience
- Demonstrated ability in key stakeholder engagement
- Full driving licence and access to your own car
- Fluency in verbal and written English is essential

Desirable skills:

- Active faith and be a regular parishioner in your church
- Ability to manage, motivate and lead
- Strong budget management 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 MD and churches landscape

Contract Details

- Job Title: Philanthropy and Church Engagement Manager
- Reporting To: Director of Fundraising and Communications
- Salary: €45,000
- Job Location: Rathmines, Dublin 6, with the option to work 3 days remote. Regular travel within the greater Dublin area and across Ireland is required
- Contract Type: One Year Fixed-Term contract

- Working hours: 36.5 hours Monday to Friday with flexibility for FT or PT
- 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: 21st February 2025

Interviews are scheduled to take place on the following dates: first round Monday 3rd March 2025 and second round Friday 7th March 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 Vision's 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.