

	Job Description
Role	Corporate Manager
Reporting to	Head of Strategic Giving
Background and Context	<p>Children's Health Foundation (CHF) is focused on raising funds to fulfil our mission of providing world class medical facilities, research and compassionate loving care for every sick child in Ireland cared for in Children's Health Ireland hospitals and urgent care centres. The Foundation supports Crumlin and Temple Street Children's Hospitals, National Children's Hospital Tallaght and Connolly Urgent Care Centre.</p> <p>The creation of Children's Health Foundation in 2019 brought together the existing Temple Street Foundation and The Children's Medical and Research Foundation Crumlin to continue to support Ireland's sickest children in their treatment journey today, tomorrow and into the future.</p> <p>This is an exciting time to join Children's Health Foundation, full of challenges and opportunities that allow us to support the hospitals in the best possible way, whether that's through family and patient support, vital research, medical equipment or redevelopment. And being embedded in the hospitals crystallises our cause and we see first-hand the impact our work has.</p>
Role Purpose/ Summary	The Corporate Manager will play an integral role in delivering the Children's Health Foundation fundraising strategy through growing its footprint and reach in the corporate community to drive income from corporate supporters. A key member of the Fundraising Team, this role reports to the Head of Strategic Giving.
Principal Duties and Responsibilities	<ul style="list-style-type: none"> • Develop and deliver on the strategy for corporate partners, charity of the year fundraising and corporate campaigns • Lead a team to deliver on annual income targets within budget, and meeting all KPI's ensure the long-term growth of the corporate income stream • Develop case for support, product propositions and a moves management program with clearly defined strategies to ensure supporter acquisition, 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 • Develop unrestricted funding • Foster a culture that is supporter focused, results driven and encourages growth and innovation • Ensure excellent relationship management and stewardship of corporates in professional and appropriate manner • Develop agreements and MOUs with key partners, including sponsor agreements • Management of area costs and expenditure budgets on an on-going basis ensuring activity is implemented within budget and within defined cost ratios • Development of annual budget for the area • Team management including team reviews, appraisals, objective setting and supervision that develops and retains a dedicated, efficient and effective team

<p>Qualifications and Experience</p>	<p>Skills & Experience</p> <ul style="list-style-type: none"> • Educated QQI Level 7 in a relevant discipline • A minimum of three years' experience in a similar role in a not for profit, marketing, business development or sales environment • Demonstrate excellent communication skills • Substantial experience forming, nurturing and maintaining relationships with a wide range of stakeholders and potential supporters • At least three years of progressive and measurable proven experience in leading a team to deliver on a growth strategy • Be proactive, confident, organised, with excellent communication skills and the ability to think creatively, build great relationships and bring people with you • Previous experience of managing and developing a successful team • Work during evenings, weekends and unsocial hours will be a requirement of the role
<p>Terms & Benefits</p>	<ul style="list-style-type: none"> • Fulltime, permanent role on Manager salary band depending on experience • Flexible hybrid work policy • Cycle to Work Scheme • PRSA: up to 6% contributory after six months service • TaxSaver Commuter Ticket Scheme available • Employee Assistance Programme • Training and Education allowance • 21 days annual leave and five privilege days per annum
<p>We are an equal opportunity employer</p>	<p>We are committed to working with and providing reasonable accommodations to job applicants and employees with physical or mental disabilities.</p> <p>If you believe you need a reasonable accommodation to complete any part of the application or hiring process, please send an email to jobs@childrenshealth.ie</p> <p><i>This information will be treated as confidential and used only for the purpose of determining an appropriate accommodation for the interview process.</i></p>
<p>Applying</p>	<p>Please send your CV and cover letter outlining relevant experience to jobs@childrenshealth.ie by 5pm on Friday, 21st February 2025.</p>