

	JOB DESCRIPTION
Role	Corporate Executive
Reporting to	Corporate Manager
Background and Context	<p>Children's Health Foundation 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 (CHI). The Foundation supports CHI at Crumlin, Temple Street, Tallaght, and Connolly.</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 CHI hospitals and urgent care centres in the best possible way, whether that's through family and patient support, vital research, medical equipment or redevelopment.</p>
Role Purpose/ Summary	<p>Children's Health Foundation Corporate Team has ambitious plans to develop its fundraising and as part of its plans, we wish to develop and enhance our portfolio of corporate partnerships with a robust calendar of activations to engage companies of all sizes. The Corporate Executive role is an exciting opportunity to play a significant part in helping the Corporate Team realise its growing ambitions.</p> <p>This role will manage and acquire corporate partnerships and execute corporate campaigns throughout the calendar year and will work collaboratively with all members of the corporate team and the wider Children's Health Foundation's departments to make maximize income from existing and new corporate partners.</p> <p>This role is ideal for an individual who is enthusiastic and passionate about engaging companies to make a difference in the lives of sick children. You will be highly organised, process-driven, with excellent attention to detail. This role will play an active role in engaging corporate supporters through account management and project management.</p>
Principal Duties and Responsibilities	<ul style="list-style-type: none"> • Member of the Corporate Team responsible for coordination, development, and implementation of a highly engaging corporate stewardship and acquisition strategy, to strengthen long- term relationships with corporate supporters to grow income. • Account manage existing corporate partners to meet their needs, while also maximising income. • Ensure excellent stewardship of supporters and development of a long-term supporter pipeline. • Acquire new corporate partners to generate income • Look at new opportunities for creative ways to engage with and recognise corporate supporters in a meaningful way • Build out the supporter journey for each partner to ensure a quality donor experience and to keep donors engaged with Children's Health Foundation's purpose of giving every sick child the very the best chance

- Project manage and execute end to end corporate campaign activation plans on existing corporate campaigns such as Dare to Be Brave, Christmas Wishes, Clash of the Companies.
- Work collaboratively with team members within the Corporate team and wider Campaigns Team to embed all campaigns into the corporate calendar (Great Irish Bake, Trick or Treat)
- Support the Corporate team to engage a wide variety of corporate supporters
- Represent the charity, as and when required, to promote our work
- Monitor and track expenditure and financial targets across corporate partnerships
- Other responsibilities, as they may arise, to support the overall goals of the Foundation.
- Work during evenings, weekends and unsocial hours will be a requirement of the role

Qualifications & Experience

- Educated to QQI Level 6 in a relevant discipline
- Minimum of 3 years' experience in fundraising related activities or an equivalent client-focused environment
- Excellent interpersonal and relationship building skills
- Excellent organisation skills, detail oriented with the ability to prioritise
- Excellent communications skills - written and verbal
- Collegial, collaborative style
- Good decision-making skills, tactful, good listener, willingness to search out answers, ability to recognise when others need to be involved in activities or decisions
- Creativity, curiosity, high energy level, and an enthusiasm for meeting and working with a wide range of individuals
- Knowledge of principles and techniques relevant to fundraising and campaign management
- Experience with donor databases
- Experience working in a staff capacity to support fundraising activities and with cultivation & recognition events

Terms & Applying

- Fulltime, permanent role
- 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 four privilege days per
- Deadline for applications is 5pm 28th of March, 2025.
- CV and Cover Letter should be emailed to jobs@childrenshealth.ie