

<b>JOB DESCRIPTION</b>	
<b>Role</b>	Corporate Executive
<b>Reporting to</b>	Corporate Manager
<b>Background and Context</b>	<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. Children's Health Foundation supports Children's Health Ireland hospitals and urgent care centres 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>It's a really 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>
<b>Role Purpose / Summary</b>	<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 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, while working collaboratively with all members of the corporate team and the wider Children's Health Foundation's departments to make these partnerships successful and beneficial.</p> <p>This role is ideal for an individual who is enthusiastic and is 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 with a focus on account management.</p>
<b>Principal Duties and Responsibilities</b>	<ul style="list-style-type: none"> <li>• 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 and to grow income.</li> <li>• Account manage existing corporate partners to meet their needs, while also maximizing income.</li> <li>• Work collaboratively with team members within the corporate team and wider Children's Health Foundation to embed all campaigns into the corporate calendar (Great Irish Bake, Clash of the Companies, Trick or Treat for Sick Children, Christmas Jumper Day)</li> <li>• Ensure excellent stewardship of supporters and development of a long-term supporter pipeline</li> <li>• Acquire new corporate partners to generate income</li> <li>• 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</li> </ul>

	<p>child the best chance</p> <ul style="list-style-type: none"> <li>• Look at new opportunities for creative ways to engage with and recognise corporate supporters in a meaningful way</li> <li>• Work closely with colleagues within Children's Health Foundation to foster a team culture that is results driven, encourages accountability, innovation, support for colleagues, a commitment to continuous learning, and a creative approach to problem solving.</li> <li>• Represent the charity, as and when required, to promote the work and programme of the hospitals</li> <li>• Monitor and track expenditure and financial targets across corporate partnerships</li> <li>• Other responsibilities, as they may arise, to support the overall goals of the Foundation.</li> <li>• Work during evenings, weekends and unsocial hours will be a requirement of the role</li> </ul>
<p><b>Qualifications &amp; Experience</b></p>	<ul style="list-style-type: none"> <li>• Educated to QQI Level 6 in a relevant discipline</li> <li>• Minimum of 4 years' experience in fundraising related activities or an equivalent client-focused environment</li> <li>• Collegial, collaborative style</li> <li>• Highly organised with the ability to prioritise</li> <li>• 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</li> <li>• Creativity, curiosity, high energy level, and an enthusiasm for meeting and working with a wide range of individuals</li> <li>• Experience with donor databases</li> <li>• Experience working in a staff capacity to support fundraising activities and with cultivation &amp; recognition events</li> </ul>
<p><b>Critical Core Competencies</b></p>	<ul style="list-style-type: none"> <li>• Knowledge of principles and techniques relevant to fundraising and campaign management – donor acquisition and stewardship</li> <li>• Excellent communication skills – written and verbal</li> <li>• Excellent account management skills with experience in managing highly effective partnerships</li> <li>• Excellent organisation skills, detail oriented</li> <li>• Excellent interpersonal and relationship building skills</li> <li>• Strong budgeting skills</li> </ul>
<p><b>Functional Competencies</b></p>	<ul style="list-style-type: none"> <li>• Understand Children's Health Foundation's external environment, at home and abroad</li> <li>• Ethics Management – including the application of financial controls to avoid fraud</li> <li>• Understands and promotes Children's Health Foundation's organisational values, history and culture</li> <li>• Accountability - evaluation of planned activities and spend to ensure value for money</li> </ul>
<p><b>Terms &amp; Applying</b></p>	<ul style="list-style-type: none"> <li>• Full time, permanent role on the Executive salary band</li> <li>• Confidential informal queries can be made to <a href="mailto:redmond@childrenshealth.ie">iredmond@childrenshealth.ie</a></li> <li>• CV and Cover Letter should be emailed to <a href="mailto:jobs@childrenshealth.ie">jobs@childrenshealth.ie</a></li> </ul>