

Job Description: Business Development Manager

Applications for this position close 23 December 2024. To apply, send a CV and cover letter to corporate@unicef.ie.

Job Title:	Business Development Manager
Reporting To:	Head of Corporate Partnerships
Team:	Corporate
Location:	Hybrid (Dublin) – mostly from home
Contract:	Permanent
Salary:	€45,000 - €57,000 depending on experience

About the job

UNICEF is the world's largest children's organisation working to protect vulnerable children, globally and here in Ireland. Run entirely on voluntary donations, we work to improve the lives of every vulnerable child, no matter who they are or where they live. Every day our teams are on the ground in 150 countries working with local partners to deliver lifesaving help and create lasting change. From vaccinating children in war zones to providing early childhood education access in Indigenous communities, donations help us to protect every child, no matter what.

UNICEF's track record of delivery and breadth of experience makes us uniquely placed to deliver on the Sustainable Development Goals – we believe that a sustainable future depends on how we meet the needs of children and young people today.

We know we can best realise this by working side by side with businesses and organisations also committed to this outcome, building engagement based on shared value and celebrating the contribution both parties can bring to the partnership.

We are offering a **full time 6-month probationary period contracted position**, with opportunity to become permanent. working in a **flexible environment**. A **competitive salary** commensurate with the **not-for-profit** sector is offered together with the availability of salary packaging to achieve a tax effective total salary package commensurate with experience.

Do you enjoy the thrill of the chase?

We're looking for a New Business dynamo to join our powerhouse Corporate Partnerships team, who is passionate about finding new opportunities to develop strategic partnerships with Ireland's private sector. You'll identify corporate prospects to expand our partner pipeline, and work closely with them to develop high value, long-term sustainable partnerships that are win-win.

If you're a creative problem-solver, excellent communicator, and influential negotiator, we'd love to hear from you!

What might attract you to this role?

- Since 2017 this department has enjoyed step-change growth resulting in income generation levels that have reached well beyond expectations
- You will be presented with a portfolio of warm corporate leads, all of whom have previously made one-off gifts
- You will be provided with high-class ready-made pitch decks that you can tailor to your own use
- You will have access to top of the range marketing collateral that can be incorporated into your pitches to include videos, and impactful cases for support etc.
- You will have the opportunity to become the fourth person to work within a dynamic and already successful corporate fundraising team and an opportunity to work and collaborate with some really fantastic talent within the wider UNICEF team
- You will be given the opportunity to attend a calendar of events offering wonderful cultivation and networking opportunities. In addition, you will be encouraged to develop your own suite of events throughout the year
- There will be opportunities for international travel from time to time for training and for cultivation trips

Your day will include:

- Implementing the corporate new business strategy to acquire new multi-annual partnerships for UNICEF Ireland
- Researching organisations and sectors in the Ireland market with potential for prospecting
- Leveraging lead generation opportunities and populating pipeline with qualified new business prospects
- Taking ownership of specific revenue streams within new business
- Developing and delivering compelling pitch presentations to prospective partners, incorporating business case elements gleaned from your prospect research.
- Ensuring strong collaboration with program teams to enable effective engagement with the private sector

- Ensuring collaboration and integration across fundraising and communications to maximise opportunities to engage and secure new partners
- Developing a tailored contact strategy and moves management plan for each prospective partner
- Updating the database for your own prospects and leads, and supporting the Head of Corporate Partnerships in planning
- Working with UNICEF globally to share knowledge and strategies, and to leverage existing global resources and partnerships
- Co-creating and managing bespoke events and engagement opportunities for high value audiences and key connectors
- Inviting, hosting, and following up with donors and prospects to leverage events for strategic relationship building

Key skills and experience:

- Minimum 3 years demonstrated corporate fundraising experience that led to achieving revenue targets
- Proven track record of converting one-off corporate donations into multi-annual corporate partnerships
- Evidence of relationship building skills at senior stakeholder level; to build and maintain Partnerships
- Drive to achieve impactful results
- Strong written and verbal communication skills
- Track record in developing and delivering outstanding pitch presentations with evidence of growth outcomes
- Experienced in B2B marketing/sales and strategy development
- Experience working within a complex brand or product environment with a record of driving new revenue streams
- Strong commercial acumen
- Strong knowledge and understanding of the private sector in Ireland
- A passionate team member who likes to work collaboratively with others; with a genuine interest in working in the international aid and development sector
- High level of emotional intelligence
- Flexibility to travel and perform occasional work for events

What will it feel like to work at UNICEF Ireland:

- An environment and culture built on the importance of teamwork, collaboration and shared purpose
- A flexible hybrid work environment with balance between home and office work, which puts the wellbeing of their staff at the centre of their decision making

- The opportunity to support a global impactful cause and make a difference for every child, learning global best practice from colleagues around the world

Salary on offer:

- €45,000 - €57,000 DOE (Depending on Experience)

Benefits on offer:

- Hybrid working - 4 days from home and 1 day from the office
- 37.5-hour week Mon-Fri.
- Generous annual leave
- DC pension equally matched at 6%
- Learning & development opportunities.

Location:

- UNICEF Ireland is based at 33 Lower Ormond Quay, Dublin 1.

Application process:

- To apply, please submit your CV and Cover Letter (maximum one page), in Microsoft Word format, outlining how your motivation, experience and skills fit this role profile. Please make your application for the attention of Head of Corporate Partnerships at the following email address:
corporate@unicef.ie

Closing date:

- The closing date for applications is **Monday 23rd December by 5pm (GMT)**

UNICEF Ireland is committed to adhering to the highest standards of child protection and child safeguarding. UNICEF Ireland reserves the right not to employ staff or engage volunteers or other representatives who are deemed to pose or potentially pose a risk to the protection of children, to the full extent permitted by law. Additionally, all candidates must sign UNICEF Ireland's Child Protection Policy & Procedures before commencing employment, engaging as a volunteer, intern, consultant or representative of UNICEF Ireland.

Unfortunately, UNICEF Ireland does not offer work sponsorship to non-EEA nationals. To apply for any roles with us, you must already have the right to live and work in Ireland covering the duration of the role