



Head of Fundraising and Partnerships

Are you passionate about the mental health of our future generations ?

If so, then come join us! We are a multi-award winning Irish youth mental health charity that uses content, campaigns and events to facilitate young people to be effective guardians of their own mind, and to be the leaders that drive our society towards a better future.

Since launching in 2020, over 1000 schools have registered for the A Lust for Life well-being and resilience primary school programme. It is our ambition that, enabled by public and corporate support, we can provide our programmes FREE OF CHARGE to every primary school child in Ireland by the end of 2024.

...And that's not all, we have big plans for secondary schools ahead.

In order to achieve our mission we need YOUR HELP to scale our fundraising activity and increase our income.

Reporting to: Managing Director

Nature of engagement: Contractor role (4 days per week)

Role objectives

- Build a sustainable, scalable income pipeline for A Lust for Life in order to achieve our ambitious mission
- Deliver on agreed and ambitious fundraising targets year on year
- Develop and deliver the A Lust for Life fundraising and partnership plan
- Lead on the crafting of innovative, high-impact community and corporate fundraising and partnership solutions which are consistent and supportive of A Lust for Life's vision, mission and values
- Pro-actively maintain long term sustainable relationships with all ALFL funders and partners
- Pro-actively and continuously identify new fundraising opportunities online and in person, including events, grants, Foundations and legacy funding.

Role responsibilities

Overall

- Lead A Lust For Life to ongoing financial sustainability through high impact, authentic fundraising, which enables us to support young people now and in the future in line with our vision, mission and values
- Deliver on our fundraising objectives as a positive, authentic and passionate ambassador for A Lust for Life and our work

Fundraising

- Develop a year on year fundraising plan that delivers stable and sustainable funding for the life changing work of ALFL
- Ensure that agreed annual fundraising targets are delivered upon
- Pro-actively and continuously identify, champion and secure new sustainable and ethically appropriate sources of funding for ALFL

- Design and manage an annual fundraising calendar for ALFL
- Manage all fundraising events including programming and logistics
- Represent ALFL at funding pitches and interviews
- Pro-actively represent A Lust for Life for media/events/speaking gigs, ensure the effective positioning of ALFL in the wider context: ensure key audiences know who we are and what we do, and where we fit in the overall mental health and wellbeing sector in Ireland
- Pro-actively manage the external reputation of ALFL
- Support the programme team and the board of ALFL in any fundraising activities that they may be asked to undertake for the charity

Communications and Relationship Management

- Maintain strong long term trust-based communication and relationships with all ALFL current and future funding stakeholders and partners e.g., individual donors/funders, Trusts and Foundations etc
- Ensure effective and consistent ongoing account management of the ALFL “Sound 7”
- Prepare and circulate (with input and sign off from Managing Director, Creative Director and Head of Schools Programme) a quarterly Investor Report
- Pro-actively and continuously new long-term key partnership and funder relationships on behalf of A Lust for Life

Strategy

- Support the Managing Director in the development and delivery of the annual A Lust for Life operational and fundraising plans, and the overarching organisational strategic plan for board sign off.

Finance

- Ensure delivery against defined A Lust for Life budget objectives and targets for Fundraising and Partnership activity
- Keep accurate and timely financial records for all income and expenditure related to the role

Reporting

- Maintain CRM system for ALFL, ensuring accuracy and currency of monthly CRM report for presentation to the fundraising committee and board of ALFL
- Provide monthly inputs to monthly status report for presentation to A Lust for Life board
- Provide monthly inputs as required to monthly financial reports for board review and sign-off
- Meet with Managing Director on a weekly basis to provide status updates and resolve issues as required
- Attend ALFL fundraising committee meetings as required
- Attend ALFL board meetings as required to provide status update and answer board questions as required
- Support Managing Director in the production of an Annual report for the organisation

Compliance and risk

- Partner with the Managing Director to ensure full ALFL compliance with best practice, including the governance code and the Charities Institute Ireland.

Contract Management

- Ensure contracts are in place with all relevant third parties prior to work commencement, with the support and approval of A&L Goodbody where necessary and with the signature of a member of the ALFL board

Personal Profile

- A deep commitment to and passion for A Lust for Life's vision, mission and values
- Minimum 5 years' experience in a similar fundraising or income development role
- Strong, empathic communication and relationship management skills
- Excellent organisational and project management skills

Proven track record

- Demonstrable evidence of impact and delivery with innovation and creativity
- Experience working on own initiative and within a team
- Excellent presentation and negotiation skills
- Demonstrable evidence of high personal integrity