

CROÍ HEAD OF REVENUE & STRATEGIC DEVELOPEMENT

About Us

Croí is an award-winning, not-for-profit, Heart & Stroke Foundation based in Galway, Ireland (Registered Charity No. 20016616).

Our **vision** is to lead in the prevention, control of, and recovery from cardiovascular disease, and to serve as exemplars of innovation and best practice.

Our **mission** is to prevent heart disease and stroke, save lives, and empower and support families, communities and future generations to take control of their health and well-being.

Since its genesis in 1985, Croí has developed an expertise in cardiovascular disease and stroke prevention, early detection and intervention, and built a dynamic and energetic multi-disciplinary team, committed to excellence in all areas of our work, which has been recognised by a variety of national and international healthcare and innovation awards.

We are seeking to recruit a **Head of Revenue & Strategic Development** who is passionate about our mission and in building a strong and sustainable revenue model to support our work into the future.

Join us and make a real difference in people's lives, while working with a dynamic and progressive organisation and team.

If you want to work in an organisation that believes what you believe, is moved by the power of purpose, cares about helping and supporting people, has great ideas, and is passionate about your future professional growth, we would love to hear from you!

The Role

At Croí, we're at a very exciting point in our journey right now, which is why this new dedicated post of Head of Revenue & Strategic Development is so important. Our leadership team is driving a new and ambitious fundraising and development strategy to support a significant portfolio of new projects and initiatives. Our ambitious plans require new sources of support, in particular, major donors, new corporate partnerships, and legacies to build on our current funding sources such as events, community fundraising and grants.

Reporting to the Chief Executive, the Head of Revenue & Strategic Development is a key member of the Croí management team. Working in close partnership with our senior leadership team and Board, you will lead on the diversification of our income mix and deliver on our strategic revenue generation activities (commercial and philanthropic) in line with budget and strategic planning.

The role is based in the Croí Heart & Stroke Centre in Galway City. Flexible/hybrid working options are available subject to business need.

Principal Duties and Responsibilities

- As an integral part of the Senior Leadership Team, this role will provide strategic leadership for high value, relationship-based, fundraising.
- Own full responsibility for generating the necessary annual revenues in line with budgets and strategic plan, and overall leadership of the fundraising function and team.
- Build and drive an effective revenue generation operation focused on high value partnership funding.
- Develop relationships with key donors (individuals, companies, trusts/foundations), including engagement and stewardship, working closely with the CEO.
- Work with senior staff members to set and agree annual income targets, monitoring and reporting on these monthly and adjusting plans as necessary.
- Evaluate success against the vision, mission, strategy and objectives, being accountable for performance and holding responsibility for the overall revenue function, across all income streams.
- Work closely with the communications team to ensure a compelling philanthropic message, demonstrating impact.

Skills and Competencies

- Exceptional interpersonal, presentation and negotiation skills.
- Demonstrate leadership skills in the management and co-ordination of initiatives.
- Target driven, ambitious and takes initiative with a high level of attention to detail.
- The ability to work autonomously and as part of a team in developing and delivering projects, and in achieving key performance outputs.
- Excellent organisational skills with an aptitude for effective time management, problem solving, project planning, delivery and execution to tight deadlines.
- Collaborative, enthusiastic and positive attitude; flexible and adaptable.
- Creativity, drive, dynamism, commitment and best practice in all activities.
- Experience of working with a CRM system to export and manipulate complex data sets, segment audiences effectively and develop a CRM strategy.

Requirements

- Senior manager with a proven track record in the not-for-profit sector.
- Minimum of 5 years demonstrable experience of establishing or leading a fundraising function that has raised seven-figure income and seen strong income growth.
- Demonstrable experience of personally developing long-term, high-value relationships and securing major donations and corporate partnerships.
- Excellent knowledge and understanding of the principles of major gifts fundraising and the concept of donor motivation.
- Experience of working closely with, and influencing senior staff, internally and externally.
- Solid understanding of the legal, regulatory and ethical environment of fundraising including Data Protection is essential.
- Experience in accessing public funding/grants at scale would be an advantage.

Remuneration & Benefits

An attractive and competitive remuneration package commensurate with experience is available for the right candidate. It is intended that this will be a Full-Time position, initially for a fixed term of **2 years**, with scope to extend subject to performance.

Other benefits include:

- Hybrid Working Arrangements
- Competitive Annual Leave allowances and Time in Lieu provisions
- Continuous Professional Training & Development
- Reimbursement for membership of professional bodies, where applicable
- Free Staff Parking at Croí House with EV charging points
- Sustainable Travel Schemes (e.g. Taxsaver Commuter Tickets, Bike to Work Scheme)
- Bike parking, changing facilities & showers

This recruitment campaign is being managed by Conscia Talent on behalf of Croí. Click here for more information and to apply: www.linkedin.com/jobs/view/3842940118/

A desktop shortlisting process will be carried out prior to interview stage.

Attendance at interview will be at the candidate's own expense.

This job profile will be subject to review in accordance with service developments and is neither restrictive nor definitive, but rather a guide to the general range of duties required.