



THE IRELAND FUNDS

Director of Development - Young Leaders Society | JOB DESCRIPTION

Organization

Founded in 1976, The Ireland Funds is a global philanthropic network that supports peace, culture, education, and community development in Ireland and in Irish communities across the world. The Ireland Funds has raised over \$600 million and supported over 3,200 nonprofit organizations.

Job Brief

The Ireland Funds America is seeking to hire a Director of Development who will serve as the national lead for our Young Leaders Society and as an integral member of the organization's fundraising team. This Society connects current and future international diaspora leaders in the United States and Ireland through a shared philanthropic purpose. The position will encompass all aspects of development, from the production of fundraising and friend-raising events, to research, donor prospecting and stewardship, as well as administrative activities. This is a dynamic position with opportunities to learn and grow while contributing meaningfully to meet the organization's ambitious goals. The position is based in New York, with a hybrid working arrangement.

Responsibilities & Duties

- Design, implement and evaluate a fundraising strategy and operational plan to engage and drive the Young Leaders Society in the United States for our philanthropic mission impact
- Lead the organization of the Young Leader events across the United States, including the Annual Young Leaders Summit
- Expand the Young Leaders donor network by identifying prospects, building relationships and maximizing philanthropic support from all sources, individual and institutional
- Collaborate and participate as an active and impactful member of the Development Team
- Support the organization of the annual fundraising events in New York
- Ensure all relevant data, findings and notes are integrated into the CRM
- Play a key ambassadorial role representing The Ireland Funds at our many events

Preferred Qualifications, Experience and Competencies

The Young Leaders Society Director of Development will be a highly motivated self-starter and the ideal candidate for this position will possess the following qualities and attributes:

- An interest in Irish American relations, and advancing the organization's mission
- An interest in people and connecting people and strong communication skills with the gravitas to build relationships and partnerships
- A Bachelor's Degree and at least three years of work experience, preferably in nonprofit, sales, business development or marketing
- Capacity to work autonomously and to multitask and manage multiple projects and assignments in a fast-paced environment, often with competing deadlines
- Access to a vibrant, personal and professional United States-based network
- Highly organized, detail orientated and analytical mindset
- High integrity and a deep commitment to the best ethical standards
- Excellent critical thinking and problem-solving skills
- Ability to work cooperatively and collaboratively in a small team environment
- Experience with CRM and Microsoft Office suite
- Evidence of volunteer, participation and/or social causes engagement
- Candidates must be eligible to work in the United States (Visa required).

Salary and Benefits

The Ireland Funds America offers a competitive salary and benefits package. This position is based in the United States, ideally in our New York office, with a hybrid working arrangement. Limited international travel (to Ireland) is required.

Application Process

Email a copy of your resume with a cover letter addressed to Caitriona Fottrell, CEO and President, The Ireland Funds, identifying why you are suited to this role to hr@irelandfunds.org

All inquiries will be held in confidence.