

Funding and Stakeholder Engagement Lead

See Beyond Borders Ireland clg

- Remote
- FTE €47,000.00 pro rata per annum
- Part-time (3 days per week)
- Permanent
- Reporting to Team Leader & The Board

Join us at SeeBeyondBorders to help transform education in Cambodia. Your passion for positive change can make a real impact in improving the educational potential for children, their families, and their communities.

Who We Are

SeeBeyondBorders Ireland is a development Charity established to build an Irish footprint in support of inclusive education for all Cambodian children. Today, Cambodia has one of the youngest populations globally and much potential. Yet with less than 3% of Cambodian children reaching minimum learning standards and what the World Bank calls “a learning crisis” the country trails far behind all its neighbours in human development. Cambodia ranks 146 out of 189 on the Human Development Index and 155 in the Education Index. At SeeBeyondBorders Ireland we seek to work in partnership with our colleagues in Cambodia in their work to bring about positive and sustainable change through evidence-based programmes, in particular by building support and engagement in Ireland for the work on the ground.

Following a review and refresh of our strategy, the Board has adopted a new staffing structure in Ireland to provide support and fresh impetus to the work of our colleagues in Cambodia. This is an opportunity to join a growing organisation and to contribute to the development of the charity and our work. Staff in the Irish team will embody our key role as changemakers working with our colleagues on the ground to create positive, systemic and sustainable educational change for all children in Cambodia.

SeeBeyondBorders Ireland clg is a registered Charity and a member of Dóchas, The Wheel, The Charities Institute, and Comhlámh.

We are hiring 2 Professional Leads, one of whom will also act as the Team Lead coordinating the activities of the Irish team, ensuring that work is delivered in line with the agreed work programmes, managing day to day people related tasks and acting as the key link with the Board of Trustees. We will be very interested to hear from candidates

who also have team leadership experience. An additional salary allowance will be provided for successful team leader candidate.

Role Objectives

The Funding and Stakeholder Engagement Lead will have responsibility for managing funding and stakeholder engagement activities and ensuring that income generation targets set by the Board are achieved.

Principal Functions:

- 1) In collaboration with the Fundraising Sub Committee, developing and implementing a 3-year plan to support and achieve the income targets set and approved by the Board of Trustees.
- 2) Lead contributor to the development and achievement of planned and proactive engagement with key funding bodies, educational partners, and other donors with a clear rationale for the identification of those prospective partners and stakeholders.
- 3) Fostering deep commitment at Government level to Cambodia through advocacy including promotion of solidarity schools, events, research findings, and publications.
- 4) Driving the design and implementation of a high quality and engaging communications, programme, ensuring that all the Organisation's activities, campaigns, and events are delivered in a way that maximizes stakeholder engagement with the Organisation and develops stronger public recognition of our work.
- 5) Staying abreast of developments in fundraising and communications trends relevant to the not-for-profit sector including researching and developing new stakeholder engagement channels for the Organisation to support the financial sustainability of the Organisation now and in the future.
- 6) Developing collaborative and productive working relationships with key stakeholders including the team in Cambodia, the Board, and other Lead colleagues in Ireland and other fundraising and communications key contacts.

Responsibilities

The key accountabilities and associated duties include –

- 1. External Engagement** - Overseeing and driving the creation of engaging and relevant communications content on behalf of SeeBeyondBorders. Ensuring that engagement activity reaches the relevant funding and donor groups and supports the development of sustainable sources of income for the Organisation.
- 2. Income Generation** - Providing day-to-day oversight and management of a programme of work and activities that deliver against the income targets set by the Board. Liaison with the relevant Board members/sub committees, funding bodies and other stakeholders.
- 3. Collaborative Working with Cambodia** - Acting as a key contact with the team in Cambodia to ensure that they have an input and visibility of the funding and income generation activity in Ireland to support their programme of work.

What we're looking for:

Essential for this role:

- A proven understanding of and track record in dealing with funding bodies, donors, and other stakeholders to develop income generation in a not-for-profit environment.
- Strong communication, networking and relationship building skills.
- Strong or advanced experience in Microsoft Office tools (Word, Excel etc.), SharePoint, Salesforce, or other CRM packages.
- Demonstrable English written and oral communication skills, including the use of social media platforms.
- Self-motivated with the ability to multi-task and perform under tight deadlines.
- Self-starter with strong IT and administrative skills.
- A track record of good judgement in decision making and the ability to influence and persuade when necessary to get the agreement of a complex range of stakeholders.
- Demonstrable and clear commitment to the educational rights and interests of children or other related groups in not-for-profit organisations.

Desirable:

- A background in not-for-profit organisations, or membership organisations, or representative organisations such as unions in roles focused on income generation and/or external communications. In addition, experience in the charitable and/or social corporate responsibility teams within professional service organisations would be relevant to this role.

- Good understanding of the not-for-profit sector and the codes of best practice in Fundraising, Communications and Governance.
- Knowledge of the global south and of work with developing countries.
- Excellent copy writing skills and attention to detail.
- An ability to think strategically and creatively about the development of engagement and communications activity delivery that meets the needs of the agreed income generation strategy.
- Relevant experience of the use of websites and social media in external stakeholder communications.
- Experience of building and successful interaction with a wide based donor pipeline.
- Not for profit experience for an organisation operating outside of the Irish market.

Key Competencies

- Changemaker
- Relationship Building
- Delivery Focused
- Development Focused
- Collaboration
- Resilience

For any enquiries or to request the full job description, please contact Kim Glanville on recruitment@adarehrm.ie

Application Process: Please send a copy of your up-to-date detailed CV (no more than 3 pages) and cover letter to recruitment@adarehrm.ie

You can find further information on our website: <https://seebeyondborders.ie/>.

See Beyond Borders is an equal opportunities employer.

Application window close date: 7th March 2024

Application review window: 8th – 12th March 2024

Interviews commence: 19th March 2024