VICE PRESIDENT OF DEVELOPMENT
THE IRELAND FUNDS AMERICA
Dallas, Texas
The Ireland Funds

REPORTING RELATIONSHIPS
The Vice President of Development will report to the President and Chief Executive Officer, Caitriona Fottrell.

PRIMARY RESPONSIBILITIES
The Vice President of Development will

• design, implement, and evaluate a comprehensive fundraising strategy for the Texas region, with a primary focus on the Dallas-Fort Worth Metropolitan Statistical Area (MSA)
• systematically identify, cultivate, steward, and solicit new individual and institutional donors capable of making significant contributions while personally managing a portfolio of current and prospective donors at the highest levels of giving capacity
• expand the high net worth donor network by identifying prospects, building relationships, and maximizing philanthropic support from all sources
• drive lead generation and prospect identification with regular progress reporting to the President and CEO
• prepare and execute written long-term and short-term fundraising plans in coordination with The Ireland Funds America leadership
• participate as an active, committed, and impactful member of the Development Team
• share prospect pipeline reporting with fellow Vice Presidents in other geographies on a continuous basis via Development Team calls and using our CRM software and
• support the organization of the annual Texas Emerald Ball flagship gala
• support the organization of the annual Texas Irish American Golf Cup Challenge
PREFERRED COMPETENCIES AND QUALIFICATIONS

The Ireland Funds America seeks a Vice President of Development with

- deep knowledge of both the art and science of fundraising and a proven track record as a fundraiser in dynamic and growing organizations;
- an ability to arrive at out-of-the-box solutions;
- an ability to work across diverse constituents, representing a wide range of donors;
- an ability to set and achieve challenging goals and a track record of delivering and exceeding expectations;
- excellent interpersonal, communications, and presentation skills with an ability to articulate a clear vision;
- an ability to leverage data in order to understand opportunities and translate strategy into action;
- an ability to work autonomously and to deliver results;
- gravitas and an ability to establish credibility;
- comfort navigating ambiguity and working through competing priorities;
- high integrity and a deep commitment to the best ethical standards; and
- evidence of volunteer, participation, and/or social causes engagement of high importance.

A bachelor’s degree is required for this position as is at least seven years of fundraising experience within a mid- or large-scale nonprofit operation. 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.

LOCATION

This position is based in Dallas. Limited international travel is required (Ireland).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Cover letters should be no more than two pages in length and responsive to The Ireland Funds mission to promote and support peace, culture, education, and community development across the island of Ireland and among Irish communities around the world. Review of applications will begin immediately and continue until the successful candidate has been selected. Resumes should be directed to hr@irelandfunds.org

All inquiries will be held in confidence.