

Senior Consultant - Funding

CANDIDATE BRIEFING DOCUMENT



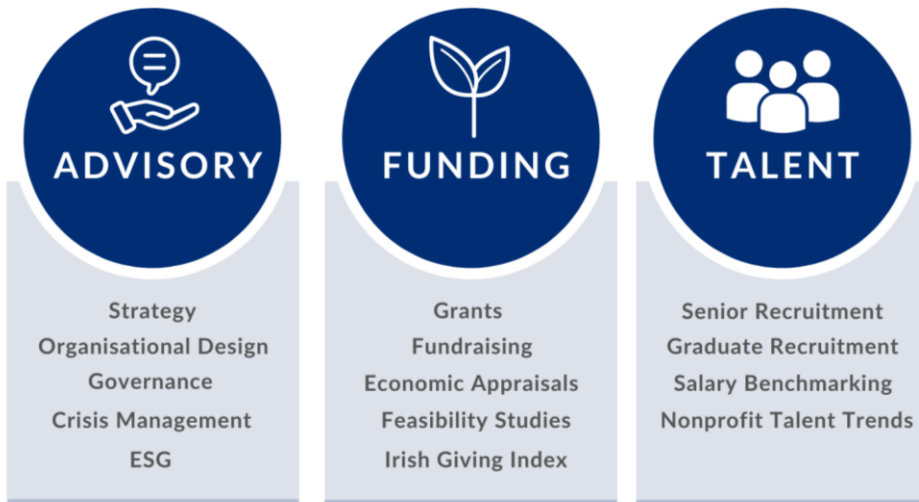
December 2024

ABOUT 2INTO3

At 2into3, we work to build the capacity of organisations, enabling them to have a transformative social impact.

We are passionate about supporting people and organisations to have a greater impact in the community, whether they are a charity, sporting organisation, government body, social enterprise, philanthropist or private company.

With offices in Dublin, Belfast, Cork and Galway, 2into3 works across the entire island of Ireland and has a proven track record with over 500 clients availing of our services.



MISSION

Build the capacity of organisations to have a transformative social impact.

VISION

Enabling a world where the social economy meets the needs of its people.

WHAT DO WE MEAN BY SOCIAL ECONOMY?

By social economy we refer to all organisations who strive to have a public purpose and social impact. They are built on the principle that people come first and profits are reinvested into the organisation to further its mission.

HOW WE ENABLE TRANSFORMATIVE SOCIAL IMPACT

Through our work we can help our clients achieve greater social impact. To date this impact has been delivered by more effective fundraising, ambitious yet achievable strategic plans, organisational structures that are fit for purpose, optimal funding is used, placing motivated people in the right roles or ensuring the correct governance measures are in place, to name but a few outcomes.

OUR SERVICES

- **Talent Services** (including Senior Recruitment, Graduate Recruitment, Salary Benchmarking, and Nonprofit Talent Trends).
- **Advisory Services** (including Strategy, Organisational Design, Governance, Crisis Management and ESG).
- **Funding Services** (including Grants, Fundraising, Economic Appraisals, Feasibility Studies, and Irish Giving Index).

You can read more about 2into3 and our services on our website: 2into3.com

CONTEXT FOR APPOINTMENT

2into3 are seeking a Senior Consultant to support our clients in identifying and leveraging fundraising opportunities through the development, and where required, implementation of fundraising strategies.

This is an exciting and unique opportunity to work directly with mission-driven organisations to drive sustainable growth, make a tangible impact, and contribute to positive social impact by developing innovative, tailored fundraising solutions.



THE POSITION

Title	Senior Consultant - Funding
Reporting to	Director of Funding
Place of Work	Dublin, Cork, Newry, or Galway (<i>with flexibility / hybrid working available, subject to business requirements</i>)
Working Hours	Full-Time (37.5 hours per week)
Nature of Post	Permanent (following 6-month probationary period)
Remuneration	€50,000

ROLE SUMMARY

The Senior Consultant will play a critical role in developing fundraising strategies, building client relationships, and driving successful fundraising campaigns. This role is responsible for managing the end-to-end process for consulting assignments, ensuring they are consistently delivered in a timely, efficient, and professional manner.

Working with the wider funding team, the role involves assessing client needs and providing tailored fundraising solutions, project management of consulting assignments and business development.

Develop and Implement Fundraising Strategies

- ❑ Assess clients' fundraising needs and develop tailored strategies across community fundraising and philanthropic giving to enhance donor engagement and revenue generation.
- ❑ Provide strategic counsel to clients on donor cultivation, solicitation, and stewardship best practices.
- ❑ Craft compelling business cases, cases for support, personalised proposals, and presentations tailored to potential funders.
- ❑ Guide clients in managing donor portfolios, ensuring effective stewardship and long-term relationships with major donors.
- ❑ Design and implement creative community fundraising campaigns to expand donor bases and increase community engagement.
- ❑ Analyse campaign performance and provide actionable recommendations for improvement.
- ❑ Share industry insights and trends to empower clients in achieving fundraising excellence.



Project Management

- Manage multiple projects simultaneously, ensuring that deadlines and client expectations are met.
- Keep the Director of Funding Services informed of assignment progress, including possible risks to delivery and possible solutions.
- Collaborate with the grants team to ensure the effective delivery of consulting assignments as part of a consulting team.
- Manage client expectations by setting and realistic timelines at the outset of each project and ensure projects are delivered on time and on budget.



Supporting the Funding Team & Business Development

- Keep abreast of business development opportunities including requests for tender.
- Help to maintain 2into3's place as the leading provider of funding services for the nonprofit sector in Ireland.
- Lead on the development of proposals for prospective assignments, and presentations on the same as needed, including project methodologies and associated budgets.
- Monitor and analyse trends in the nonprofit sector, specifically related to funding.
- Support with Marketing including pitching and writing communications pieces, identifying and leveraging marketing opportunities, and networking.
- Contribute to the continuous development of all systems, processes, and resources in the team.
- Assist the Director of Funding Services by participating in organisational development, strategic planning, and budget planning with other members of the organisation.
- Contribute to the development of new services and offers to meet client needs.
- Act in accordance with the ethos of 2into3's mission and values.

After 6 months in the role, the successful candidate will be expected to be working towards the following KPIs and priorities:

- ✓ Establish working knowledge of the funding practice processes and models
- ✓ Establish relationships with key partners and stakeholders e.g. Rethink; Federation of Irish Sport; The Wheel
- ✓ Create a database of potential leads within the practices current client base
- ✓ Research potential new business leads for the practice
- ✓ Develop a working relationship with existing practice team members
- ✓ Actively work on three fee paying projects within six months

These duties are a general guide to the responsibilities of the Senior Consultant. They are neither definitive nor restrictive. The post-holder may be required to undertake other duties commensurate with the post, as designated by the Director of Funding Services.



PERSON PROFILE

We are seeking a highly motivated and experienced fundraiser to join 2into3 as a Senior Consultant. This client-facing role requires an individual with exceptional strategic thinking, communication skills, and a proven track record in developing business cases and fundraising strategies.

The ideal candidate will have at least 3 years' experience in fundraising, the ability to work under pressure to tight deadlines across a number of projects and a passion for helping mission-driven organisations to achieve their goals.



CORE COMPETENCIES AND SKILLS

Criteria	Essential	Desirable
3 years' relevant experience in fundraising or a related field	✓	
Proven ability to develop business cases and fundraising strategies	✓	
Third level qualification in a related field (e.g. business)	✓	
Strong relationship management skills with the ability to build trust and rapport with diverse stakeholders	✓	
Exceptional written and verbal communication skills, including the ability to craft and present persuasive proposals and presentations	✓	
High degree of motivation, initiative, flexibility, and creativity	✓	
Passion for helping mission-driven organisations to achieve their goals	✓	
Highly organised with the ability to manage a varied workload and meet challenging deadlines.	✓	
Proactive attitude to identifying and finding solutions to problems.	✓	
Strong commitment to teamwork and ability to work in a collaborative manner.	✓	
Excellent IT skills, particularly MS packages e.g., Word, Excel, Outlook, and proficiency in using video conferencing platforms.	✓	
Financial numeracy and experience of preparing budgets and financial plans	✓	
Drivers licence and access to a car	✓	
Experience working, volunteering or consulting for nonprofit organisations		✓
Knowledge of philanthropy strategies and experience in establishing trusts / foundations		✓

REMUNERATION

A salary of €50,000 per annum is offered for this position.

Non-Pay Benefits include:

- Hybrid working option
- 20 days annual leave
- Continuous professional development opportunities
- Bike to Work Scheme
- Tax Saver travel



APPLICATION PROCESS

If you are an ambitious and experienced fundraiser, please send your CV and a cover letter outlining why you believe you are a fit for the role (in Word doc format only) to Orla Dolan.

All enquiries regarding the role will be held in strictest confidence.

Closing date for applications is **Friday 17 January 2025**.

- **Website** www.2into3.com
- **E-Mail** orla.dolan@2into3.com
- **Address** Huckletree in The Academy, 42 Pearse Street, Dublin, D02 YX88
- **Telephone** (086) 792 4696

2into3 is an equal opportunities employer and welcomes suitably qualified applicants from all sections of society. We therefore welcome suitable qualified candidates, irrespective of gender, disability, marital or parental status, racial, ethnic or social origin, colour, belief, religion or sexual orientation.

At 2into3, we endeavour to make all reasonable accommodations to facilitate the participation of candidates with disabilities in the recruitment process. Please let us know if you require any specific accommodations.