

DIRECTOR OF DEVELOPMENT

Candidate Briefing Document 2025



Global Ireland
Football Foundation

2into3
Transforming Social Impact



NEWLY ESTABLISHED FOOTBALL FOUNDATION

About Global Ireland Football Foundation

The Football Association of Ireland (FAI) is the national governing body for football, the number one participant sport in Ireland. The Association aims to enrich the lives of all through positive football experiences. This will be achieved by driving grassroots football, nurturing football pathways for all, transforming football facilities and infrastructure, developing the full potential of football for women and girls, building for international success and integrating communities through the power of football.

The Global Ireland Football Foundation is a newly established fundraising entity that will operate independently of the FAI, with its own governance framework, separate legal structure, and independent Board.

The Foundation will provide a trusted platform for long-term impactful private funding that will support the FAI in achieving its facility investment vision and strategy, while seeking to build stronger, healthier and more inclusive communities.

By promoting accessibility, increasing investment in disadvantaged areas, ensuring equitable opportunities, and encouraging youth participation, the Foundation will make a lasting difference for clubs, players, and supporters across the country and sustain the transformation of football in Ireland.



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WHAT WE STAND FOR

BELIEF

We believe football unites communities, fosters inclusion, and sparks national pride like no other sport.

PURPOSE

To transform Irish football through more and better facilities.

VISION

To stimulate and support the sustainable transformation of Irish football facilities through unlocking new forms of funding.

MISSIONS

1. Enable Purposeful Investment in Irish Football. We offer a trusted platform for impactful, long-term funding that grows the game and supports communities both at home and abroad.
2. Champion the Growth of Grassroots Football. We focus on improving facilities and building inclusive, safe, and accessible environments for everyone in grassroots football.
3. Build World-Class Football Infrastructure. We are developing a National Football Centre and elite facilities to help Ireland consistently qualify for and compete on the global stage.

VALUES & PERSONALITY

INCLUSION

We believe football should be open and accessible to everyone.

DEVOTED

We are devoted to building a better future for Irish football and the people it touches.

ACCOUNTABILITY

We practice stewardship of every investment, ensuring transparency.

RESPONSIBLE

We act in the best interests of the game, its players, and the communities we proudly support.

IMPACT

We aim to leave a positive legacy on the game.

FORWARD-THINKING

We embrace innovation, anticipate opportunities, and shape progress to grow the game sustainably.

ABOUT THE ROLE

Title

Director of Development

Reporting to

Board of Directors of Global Ireland Football Foundation, with an indicative launch date in March 2026

Place of Work

National Sports Campus, Dublin 15
Hybrid working; occasional transatlantic travel

Contract Type

2-year fixed-term contract (initial term)



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ABOUT THE ROLE

Role Summary

The Director of Development will support the Foundation's Board of Directors in executing its long-term fundraising strategy.

The successful candidate will have responsibility for developing the Foundation's fundraising mix - growing streams of income from a diverse range of donors.

They will lead out on campaigns, cultivate and build relationships with an array of major donors, foundations, affiliated partners and corporate partners and play a key role in supporting the Foundation to achieve its mission.



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SPECIFIC RESPONSIBILITIES INCLUDE

Strategy and Strategic Development

- Take overall responsibility for developing and executing a sustainable long-term donor fundraising strategy for generating and growing revenue to ensure the future growth of the Foundation.
- Monitor and evaluate fundraising activities against targets and maintain a clear and consistent reporting structure to the Board of Directors on progress.
- Keep abreast of developments in fundraising trends across the sector, be aware of current market and economic factors influencing fundraising activities and identify future trends and changes in opportunities and anticipate appropriate courses of action.
- Support the development, implementation and monitoring of strategic goals, objectives, and financial plans to meet both the short-term and long-term strategic plan aspirations.
- Champion the mission, vision and values of the Foundation and ensure that it has a focus on growth and development through continuous evaluation.
- Support the development and implementation of capital allocation frameworks to ensure the best return on investment across key metrics, including engagement, usage, inclusivity, sustainability and quality.

SPECIFIC RESPONSIBILITIES INCLUDE:

Donor Engagement

- Maintain, develop and grow relationships with corporate partners, donors, charitable foundations and government agencies through exceptional relationship management and a consistent level of face-to-face meetings with new prospects.
- Develop and manage a prospect list by collaborating with and growing the Foundation's network - identifying and building relationships with high-net-worth individuals and new corporate partners in Ireland and internationally; with a clear rationale as to why they will be approached.
- Identify key trusts, foundations and individual philanthropists, and establish how best to build their understanding of the purpose of the Foundation.
- Prepare and write creative and accurate fundraising proposals, donor prospectus and agreements, and any other materials needed to secure donations; and deliver compelling pitch presentations to prospective donors.
- Build a lead generation strategy and test new income streams ensuring a sustainable and diverse fundraising portfolio.
- Lead the planning, coordination, and delivery of fundraising events to strengthen donor relationships, enhance engagement and communicate the Foundation's mission and impact effectively.



SPECIFIC RESPONSIBILITIES INCLUDE:

Stakeholder Engagement

- Establish and develop excellent communication networks with key decision-makers and stakeholders in Ireland and internationally.
- Develop a close working relationship with the FAI, to understand the organisation and its requirements and ensure that the Foundation's fundraising case for support reflects the Facility Investment Vision and Strategy.
- Represent the Foundation with integrity, maintaining a professional standard in every engagement.
- Present at industry seminars / conferences when appropriate.

Finance, Governance and Reporting

- Develop fundraising policies and procedures in line with necessary requirements.
- Develop and manage the fundraising budget.
- Build and maintain an effective working relationship with Board of Directors, ensuring open communication on the measurement of financial and impact performance against stated goals.
- Work with the Board of Directors to ensure that the Foundation is robustly governed to meet the highest levels of regulatory compliance.
- Supply regular reports to the Board of Directors and attend Board and sub-committee meetings; supporting the Board to make informed decisions.



CORE PRIORITIES

After 6 months in the role, you will be expected to be working towards the following priorities:

- ✓ Built strong and effective relationships with key stakeholders, including the Foundation Board of Directors and external partners.
- ✓ Led the development of a comprehensive fundraising strategy, created in consultation with the Board and aligned with organisational strategic priorities.
- ✓ Achieved measurable progress toward first-year fundraising and engagement targets.
- ✓ Implemented robust systems and processes to manage the fundraising pipeline, monitor performance, and strengthen relationships with existing and prospective donors.
- ✓ Supported the development of new policies and procedures to underpin operational establishment and the early stages of trading.
- ✓ Delivered a successful launch campaign, incorporating PR, communications, and event management components.



Person Profile

We are seeking an experienced, strategic, and results-driven professional with a passion for the game. The successful candidate will embody the values of the Foundation and demonstrate the ability to build and nurture relationships with high-net-worth individuals, corporate partners, and philanthropic foundations, supporting the Global Ireland Football Foundation in advancing its mission.



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CORE COMPETENCIES AND SKILLS

Ideal candidates will have the following qualifications:

Criteria

Demonstrable track record of achievement (minimum of 5 years) in a similar high-level strategic fundraising role, securing funding through philanthropic giving.



Minimum third level qualification in a relevant discipline



Experience cultivating relationships with high-net-worth individuals, corporates and trusts and foundations



Exceptional relationship building skills and an ability to work with a diverse range of stakeholders



A strategic mindset and demonstrable capability to plan and manage activities to achieve strategic outcomes, as well as operating effectively at a tactical level



Familiarity with nonprofit finance and experience of budget planning in multi-stakeholder environments



Strong understanding of non-profit governance and regulatory requirements



Commitment to the Foundation's mission and strong passion for strengthening the future of football in Ireland



Full clean driver's licence and access to a car



Remuneration

Salary

A competitive salary commensurate with experience is offered.

Other benefits include

- Participation in occupational pension scheme
- 25 days annual leave
- Hybrid working model

Expressions of Interest

2into3 are managing the search and selection process for this position on an exclusive retained basis.

All enquiries regarding the role will be held in strictest confidence and should be directed towards Orla Dolan, Consultant – Talent, 2into3.

The closing date for applications is **Sunday 9th November 2025**. If you are a determined leader looking to take on a challenging and rewarding role, to apply, please send your cover letter and CV to Orla Dolan.

- **Address:** 2into3, Huckletree in The Academy, 42 Pearse Street, Dublin, D02 YX88
- **Telephone:** + 353 86 792 4696
- **Website:** www.2into3.com
- **E-mail:** orla.dolan@2into3.com

Global Ireland Football Foundation is an equal opportunities employer which believes that diversity is a strength in the workplace. We therefore welcome expressions of interest from suitably 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 in the recruitment process. Please let us know if you require any specific accommodations at any stage of the recruitment process.

Thank You



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