

**WE BELIEVE THAT  
THERE IS  
GREATNESS WITHIN  
ALL YOUNG PEOPLE**



## **Development Manager – The Soar Foundation**

### Job Specification

**Position:** Development Manager

**Organisation:** The Soar Foundation

**Location:** The Chocolate Factory, 26 Kings Inn St, Dublin 1

#### **Why we exist**

Soar exists to unleash the powerful and latent potential of our young people, so they can recognise their undoubted greatness and live empowered lives true to who they are.

We create and deliver early intervention, preventative well-being programs for young people from all backgrounds between the ages of 12 – 18. We are a movement dedicated to having courageous conversations with our young people, and in doing so, we are igniting a generation to become the authors of their own boundless futures.

#### **Background to role**

During the 4 years of Soar's existence we have worked with over 16,000 young people, and currently have a crew of 40 in training to be the next generation of youth facilitators. We have raised approx. €1.5m in private funding and have an operational team of 6. We have also been the recipients of a Social Entrepreneurs Ireland Impact Award, Vodafone World of Difference Award and The Capt. Cathal Ryan Award.

We are driven to positively change the lives of young people, and in doing so create real change in our country. The time is now right to broaden our support and partner base, and significantly increase our impact in line with our exciting strategic vision. Young people are ready for this, and so are we.

## Purpose of Soar's Development Manager

In order to achieve our ambitious impact targets over the coming years, The Soar Foundation wishes to recruit a Development Manager to implement a passionate and dynamic sales approach when engaging with new and existing individual and corporate partners.

This role offers a great opportunity to join the team at a visionary, impact driven and ground breaking organisation. The Development Manager will work closely with all team members to develop and implement a funding framework that aligns with suitable partners and delivers significant additional support for the organisation.

This person will oversee Soar's strategic funding vision, build and implement a development framework, drive lead generation, identify prospects, and passionately communicate the work and impact of Soar to various stakeholders.

Ultimately this role is about enabling a movement to positively impact thousands of young lives throughout this country.

## Key Objectives

- Assist in the creation of Soar's Funding and Development Strategic Vision
- Create a framework to deliver Soar's Funding and Development Strategic Vision
- Identifying and researching new leads and prospects
- Engaging with existing Soar supporters and partners to communicate our gratitude and ensure positive retention
- Meeting with key prospects and potential investors to share the Soar story
- Securing significant additional income for the organisation in order to achieve our 3 year strategic vision
- Be part of a dynamic team striving for best practice in everything we do

## Key Requirements

- Passionate about our young people and recognising their true value and potential
- Experience in the sales and development process (either sales or fundraising) and has strong track record of delivering results in a sales / development setting
- An ability to interact comfortably at a senior level with excellent relationship management skills
- An openness to a culture of honesty, courage, authentic conversations and maverick spirit
- Ability to work effectively with other members of the Soar team in a collaborative environment

## Additional skills / experience (significant advantage but not a requirement)

- Knowledge and understanding of CRM databases (especially MS Dynamics)
- Experience in enterprise or corporate engagement

REPORTS TO: CEO and Operations Manager

SALARY: Commensurate with experience

**How to apply:**

Ideally the candidate would be available to start in November 2016, but we will be flexible for the right candidate.

If interested, please send a CV and cover letter highlighting the skills and experience you feel qualify you for this role. Please also include your salary expectations for the position. All applicants can provide info to: [mark@soar.ie](mailto:mark@soar.ie)