

Irish Youth Foundation: Development Manager – New Business **(<https://www.activelink.ie/node/116347>)**



Job Title: Development Manager – New Business

Location: Dublin (Hybrid)

Salary: Circa €45,000 - €50,000, commensurate with experience

Contract: Full-time, permanent

About Us

The **Irish Youth Foundation (IYF)** is a national charity working to level the playing field for children and young people experiencing disadvantage. We support vital, evidence-based programmes that give young people the tools, confidence and opportunities to reach their full potential.

The Role

We are looking for an **energetic, driven and externally focused New Business Manager** to join our ambitious team. Reporting directly to the CEO, you'll play a key role in growing IYF's revenue and impact by generating new corporate, foundation and philanthropic partnerships.

This role is ideal for someone with 2+ years' experience in fundraising, business development or sales - or a talented recent graduate with strong networking skills and a passion for social impact.

You'll spend approximately 80% of your time externally focused- networking, attending events, and building a pipeline of high-quality, qualified leads that can be converted into meaningful, long-term partnerships.

Key Responsibilities

- Proactively identify and pursue high quality new business opportunities with corporate, foundation and philanthropic partners
- Cultivate a pipeline of qualified leads and turn them into committed, high-value relationships
- Represent IYF at sector events, pitch meetings, and networking opportunities
- Support the CEO in the preparation and delivery of compelling proposals, presentations and meetings
- Work with internal colleagues to align partnership opportunities with programme delivery
- Use CRM tools to track leads, opportunities, and outcomes with accuracy and timeliness
- Contribute to income targets and the overall growth of the organisation

About You

- A natural relationship builder with outstanding interpersonal and communication skills
- Entrepreneurial mindset - proactive, resourceful and motivated by targets and purpose
- Strong organisational skills with the ability to manage multiple leads and priorities
- Confident in representing an organisation externally and pitching to senior stakeholders
- Excellent writing, presentation, and proposal development skills
- 2+ years' experience in business development, fundraising, partnerships, or sales - or a relevant graduate with demonstrable drive and initiative
- Knowledge of or interest in the Irish charity, youth or social impact sector is an advantage

Why Join Us?

This is a high-impact role in a values-led, purpose-driven organisation. You'll have the chance to work closely with our CEO, grow your professional network, and play a key part in shaping the future of the Irish Youth Foundation. We offer flexible working, a collaborative culture, and a meaningful mission to get behind.

To apply:

Please send your CV and a short cover letter to Aoibheann Murphy aoibheann@iyf.ie (mailto:aoibheann@iyf.ie) by Friday 11th July at 5pm.

Region

Dublin / Hybrid

Date Entered/Updated

23rd Jun, 2025

Expiry Date

11th Jul, 2025

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