

Business Development Manager

Reporting directly to the CEO, the **Business Development Manager** will drive business growth and expansion associated with the new centre, and existing services, in line with organisational priorities and strategic goals. He/she will also be responsible for marketing and promotion and will assist with stakeholder engagement.

Liaising with the executive team, the development manager will work to secure financial support for the Rediscovery Centre's operational activity; developing & implementing an effective fundraising strategy incorporating business & public sector commitment. He/she will be assist in maintaining current positive stakeholder engagement and foster new alliances to ensure the centre's success.

Duties may include but will not be limited to

- Collaborating with colleagues & external partners to establish creative & innovative programmes to attract new audiences & enhance the Rediscover Centre visitor experience
- Identifying, developing and driving new business opportunities
- Managing marketing activities and developing long term strategy
- Promoting the company's products & services through effective sales and marketing techniques & communications
- Managing current fundraising initiatives to achieve operational targets
- Increasing brand awareness
- Financial planning & business development
- Undertaking funding applications and proposals
- Supporting business goals through a flexible and enthusiastic approach to work

Required skills & Personal attributes

- 3rd level qualification in business or a related discipline
- Minimum 3 years' experience in a business development or similar role
- Strong business acumen & ability to formulate strategic business plans
- High level of innovation & creativity
- Comprehensive sales & marketing experience
- Ability to work on own initiative and be self-motivated
- Good written & oral communication skills
- Previous stakeholder management experience
- Competent IT skills

Desirable skills & experience

- Knowledge of environmental issues
- Previous experience in marketing for public engagement projects/visitor centres
- Practical experience of working on EU funded projects and/or research programmes
- Strong evidence of fundraising success
- Full driving license

Application Instructions:

Candidates should submit a cover letter together with a full CV to WISER@rediscoverycentre.ie by **5pm, Nov 2nd 2016**. In order to assist the selection process, candidates should ensure that the CV and Cover Letter (1 -2 page max) specifically address the requirements above. Interviews will take place on the week commencing Nov 7th.

Salary: €40-48K depending on experience

