Head of Development & Partnerships - Northern Ireland

KEY RESPONSIBILITIES AND PERSON SPECIFICATION

About Stand by Me

We believe every child deserves to be loved, accepted and understood for who they are. The children we care for come from complex backgrounds. But beyond their circumstances, we see their potential. We lift them up, stand by them and help them on their own two feet. We meet each child's unique needs, from food and healthcare to a strong family and a quality education. We are in no rush; we're in this for the long term to truly transform their lives.

For 30 years, we've been rescuing and restoring children's lives, providing homes, schools, care centres and family support. We build our work around local communities, empowering trustworthy local people to bring lasting change. Many of the children once in our care are now teachers, nurses, business owners and community leaders, transforming the places where they grew up.

The Role

As Head of Development & Partnerships for Northern Ireland, you will be the senior leader responsible for growing Stand by Me's presence, partnerships and income across the region.

This is a highly relational, externally focused role. You will serve as Stand by Me's lead representative in Northern Ireland, driving income growth by developing new and building on existing relationships, including churches, major donors and other strategic partners.

While you will lead and support a small regional team, this role is not primarily focused on internal management. It is for a visionary, faith-driven leader who thrives on opening new doors, inspiring generosity, communicating vision with authenticity and inviting others to join God's work of transforming children's lives.

You will represent Stand by Me at churches, events and conferences, and lead overseas project visits, helping supporters experience first-hand the life-changing impact of their giving.

We recognise that candidates may have stronger experience in some areas than others and welcome applications from those with transferable relationship-building and partnership-development skills.



We rescue children, then we do whatever it takes to provide the care, love and attention they need to thrive.

Job Title:
Head of Development & Partnerships - Northern Ireland

Contract:
Full-time permanent position (subject to passing probationary period)

Salary:
£40,000 - £45,000 dependent on experience + 7% employer pension contribution

Key Responsibilities

Strategy & Leadership

- Work with the Fundraising Director to develop and deliver an ambitious regional growth strategy for Northern Ireland.
- Identify and pursue new opportunities for partnership, income growth and supporter engagement.
- Ensure team capacity and activity are aligned to high-impact, growth focused priorities.

Fundraising & Partnership Development

- Personally build and sustain strong, longterm relationships with churches, major donors, trusts, foundations, corporates and key influencers.
- Inspire new supporters to give, sponsor children, fundraise and engage deeply with Stand by Me's mission.
- Deliver compelling presentations and talks at churches, events and conferences.
- Network strategically to raise awareness, open doors and create new partnership opportunities.
- Be accountable for achieving agreed annual income and sponsorship growth targets.

Donor Stewardship & Relationship Development

- Develop personalised stewardship plans for key supporters and partners.
- Provide high-quality proposals, updates and impact reports.
- Maintain accurate records and supporter insights using the CRM system.
- Ensure best practice and compliance with fundraising regulations.

Team Leadership

- Lead the Northern Ireland office and manage, support and develop the Partnerships & Engagement Officer.
- Foster a collaborative, faith-filled culture that reflects Stand by Me's values.
- Work closely with colleagues across the UK and USA to share learning and align strategy.

Project Engagement

- Lead or accompany supporters on overseas visits to demonstrate the impact of their giving and share the ongoing needs of our projects.
- Inspire deeper commitment by sharing stories of transformation and hope.

General

- Overseeing the day-to-day running of the Northern Ireland office working closely with the Essex office on health and safety, facilities and compliance matters.
- Undertake additional responsibilities within scope of the role as requested by the CEO or Fundraising Director.

About you

You'll be a confident, relational communicator with a heart for transforming children's lives and a passion for connecting others to that mission. You'll thrive in a role that blends strategy, storytelling and relationship-building.

Essential Experience & Skills

- Proven success in generating new supporters, partnerships and income in a charity, church, ministry or commercial context.
- Experience building and managing relationships with one or more of the following: churches, major donors, trusts and foundations, businesses or strategic partners.
- Excellent communication and presentation skills.
- Experience leading and inspiring others (staff and/or volunteers).
- Proficiency in Microsoft Office and familiarity with CRM systems.

Desirable

- Experience public speaking to large audiences.
- Experience of preaching or regular church based speaking.
- Experience in donor stewardship and proposal writing.
- Knowledge of the Christian charity sector and church networks in Northern Ireland/Ireland.

Personal Qualities

Because partnerships will be developed primarily through churches, this role carries an Occupational Requirement under the Equality Act 2010 (Schedule 9). The successful candidate must be a practising Christian, able to confidently affirm and represent Stand by Me's Christian ethos.

You will also bring:

- Passion for international development and children's welfare.
- High emotional intelligence and a natural ability to build trust.
- Self-motivation and the ability to build trust.
- Willingness to travel across Northern Ireland, to England at least once a year, and internationally.
- Full UK Driving Licence and access to a car.
- Flexibility to work regular evenings and weekends.

About the team

We're one united team, headquartered in London with regional offices in Manchester, Carrickfergus and Oregon (USA), working together with the same spirit and purpose. Faith-filled and passionate, we care deeply for one another and for the children we serve, celebrating hope, joy and transformation together. And we'd love you to be part of that story. We are inspired by Jesus, who loved the outcast and gave hope to the broken. We care for children as He would, by restoring their dignity, seeing not only their suffering, but celebrating their God-given potential.

About Stand by Me in Northern Ireland

From our earliest days, the people of Northern Ireland have been at the heart of Stand by Me's story. Faithful supporters have prayed, given generously, sponsored children and travelled with us to see lives transformed. This new role builds on a strong foundation of support, shaped by decades of faith, encouragement and generosity, and looks ahead to an ambitious next chapter of growth.

Why Join Stand by Me?

This is a unique opportunity to shape the next chapter of Stand by Me's work in Northern Ireland. You'll build on decades of faithful support while leading significant growth, helping bring **love, dignity and hope** to more children around the world.

Closing date: Early applications encouraged; we may close the vacancy once a suitable candidate is found.

To apply: Please send your CV, a short cover letter (no more than 500 words) and the Application Form to **jobs@standby.me**