



**VICE PRESIDENT OF DEVELOPMENT  
THE IRELAND FUNDS AMERICA  
New York, New York  
[The Ireland Funds](#)**



The Aspen Leadership Group is proud to partner with The Ireland Funds America in the search for a Vice President of Development, New York City.

The Vice President of Development will oversee the strategic direction and overall management of fundraising operations across individual, corporate, foundation, and events in the metropolitan New York City region. The Vice President will be responsible for meeting The Ireland Funds America annual fundraising goal for the region, engaging a broad spectrum of funders and supporters as the organization continues to grow and diversify its revenue streams. The Vice President of Development will serve as a key member of the Development Team.

The Ireland Funds is a global philanthropic network established in 1976 to promote and support peace, culture, education, and community development throughout the island of Ireland, and Irish-related causes around the world. With chapters in 12 countries, The Ireland Funds has raised over \$600 million for deserving causes in Ireland and beyond, benefiting more than 3,200 different organizations.

The Ireland Funds America is the largest and most active of The Ireland Funds international chapters and, because of its size and history, serves as the central chapter of the global organization. The fundraising and grant making of The Ireland Funds America, collectively, represents over 90% of the funds raised through the global network. The Ireland Funds America is one of the largest private grant makers for the nonprofit sector in Ireland.

The Ireland Funds America's fundraising is focused on individual and corporate donors through donor engagement and through a consultative approach. Its calendar includes a series of high-end events in cities across the United States including New York, Boston, Chicago, Dallas, Palm Beach, and San Francisco, through donor cultivation and solicitation by its Development Team and through engagement with several partner organizations.

People are at the heart of The Ireland Funds. The thousands of outstanding organizations it supports across the island of Ireland touch the lives of real people, increase opportunities, and improve society every day. The Ireland Funds support communities by contributing to positive mental and physical health; community integration; development of entrepreneurial skills; opportunities for lifelong learning; sport and leisure opportunities; and protection of the natural environment. The Ireland Funds are also proud to support programs that care for senior members of the community, provide opportunities for young people in rural or disadvantaged communities, and promote a transparent and effective non-profit sector and a vibrant culture of philanthropy. The Ireland Funds Flagship Grants have been awarded to organizations that have particular impact in their field. Recipients include Abbey Theatre, ASIAM – Autism Spectrum Information Advice and Meeting Point, Cancer Fund for Children, Children in Crossfire, CyberSafeIreland, DePaul Ireland, Dogs for the Disabled, Pieta House, Sensational Kids, Suas Educational Development, Trinity Centre for People with Intellectual Disabilities, and Youthaction Northern Ireland.

## **REPORTING RELATIONSHIPS**

The Vice President of Development will report to the President and Chief Executive Officer, Caitriona Fottrell.

## **A NOTE FROM THE TEAM**

*This is a great opportunity to make an impact and to join a highly-dedicated team and international philanthropic community of friends of Ireland as we promote and support peace, culture, education and community development across the island of Ireland and among Irish communities around the world. This is the 45th year since The Ireland Funds was created and our mission is needed now more than ever.*

–Conall McGonagle, Chief Financial & Administrative Officer, The Ireland Funds America

## **PRIMARY RESPONSIBILITIES**

The Vice President of Development will

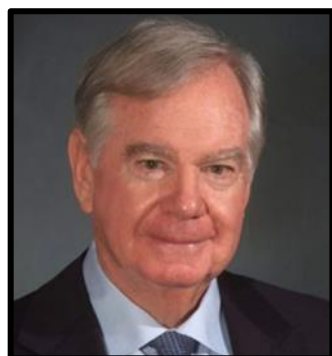
- design, implement, and evaluate a comprehensive fundraising strategy for the metropolitan New York City region;
- systematically identify, cultivate, steward, and solicit new individual and institutional donors capable of making significant contributions while personally managing a portfolio of current and prospective donors at the highest levels of giving capacity;
- expand the high net worth donor network by identifying prospects, building relationships, and maximizing philanthropic support from all sources;
- drive lead generation and prospect identification with regular progress reporting to the President and CEO;
- prepare and execute written long-term and short-term fundraising plans in coordination with The Ireland Funds America leadership;
- participate as an active, committed, and impactful member of the Development Team;
- share prospect pipeline reporting with fellow Vice Presidents in other geographies on a continuous basis via Development Team calls and using CRM; and
- oversee the annual New York City flagship gala.

## KEY COLLEAGUES



**Caitriona Fottrell**  
**President and Chief Executive Officer**

Caitriona Fottrell took up the role of President and CEO, The Ireland Funds in June 2020. Previously, Caitriona had served as Vice President of the organization since 1993. Caitriona is a highly experienced and a well-regarded leader in the philanthropy sector raising support for over 3,200 charitable organizations across Ireland in her most recent role. She served for several years in the Boston office as Director of Development. She is also a Director of Social Innovation Fund Ireland. In her current role, Caitriona is responsible for global collaboration amongst The Ireland Funds' 12 worldwide chapters. Her insight and experience with both The Ireland Funds and the overall philanthropic sector are deeply valued. Caitriona is a graduate of National University of Ireland, Galway and Boston University where she received her Master of Business Administration.



**Eugene M. McQuade**  
**Chairman, The Ireland Funds America**

Gene McQuade serves as the Chairman of The Ireland Funds America. Gene is a prominent banking executive with a distinguished career in leadership roles at companies such as Citibank, Freddie Mac, Bank of America, FleetBoston Financial, and Promontory Financial Group.

Gene served as Vice Chairman of Citigroup, from which he retired in May 2015. He joined Citigroup in 2009 as Chief Executive Officer of Citibank, where he was responsible for governance of the bank around the globe. In 2015, Gene joined Promontory Financial Group (an IBM company) as Vice Chairman of its Advisory Board.

Prior to Citibank, Gene was President of U.S. Banks at Merrill Lynch Bank USA. He was previously President and Chief Operating Officer at Freddie Mac (2004-2007). Prior to Freddie Mac, he was President of Bank of America, following its acquisition of FleetBoston Financial Corp. During his banking career at FleetBoston, Gene held various senior positions, ultimately serving as President and Chief Operating Officer.

Gene is a Certified Public Accountant, earning a degree in accounting from St. Bonaventure University, of which he was a Trustee and was awarded an honorary Doctorate in 2013. He is Governor of the Boys & Girls Club of America and Chairman of Catholic Charities of the Archdiocese of New York. Gene has served on the Boards of Directors of Merrill Lynch Banks (Chairman), Bank of America, and FleetBoston and also served as Chairman of XL Group Ltd., a Bermuda based insurer, until its sale in 2018. He also served as a Captain in the U.S. Army.

## PREFERRED COMPETENCIES AND QUALIFICATIONS

The Ireland Funds America seeks a Vice President of Development with

- deep knowledge of both the art and science of fundraising and a proven track record as a fundraiser in dynamic and growing organizations;
- an ability to arrive at out-of-the-box solutions;
- an ability to work across diverse constituents, representing a wide range of donors;
- an ability to set and achieve challenging goals and a track record of delivering and exceeding expectations;
- excellent interpersonal, communications, and presentation skills with an ability to articulate a clear vision;
- an ability to leverage data in order to understand opportunities and translate strategy into action;
- an ability to work autonomously and to deliver results;
- gravitas and an ability to establish credibility;
- comfort navigating ambiguity and working through competing priorities;
- high integrity and a deep commitment to the best ethical standards; and
- evidence of volunteer, participation, and/or social causes engagement of high importance.

A bachelor's degree is required for this position as is at least seven years of fundraising experience within a mid- or large-scale nonprofit operation. Candidates must be eligible to work in the United States (Visa required).

## SALARY AND BENEFITS

The Ireland Funds America offers a competitive salary and benefits package.

## LOCATION

This position is based in New York City. The team is currently working remotely and will continue to do so until Q3, 2021 at the earliest. There may be an option for the candidate to continue working remotely permanently from the metropolitan New York City area. Limited international travel is required (Ireland).

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be no more than two pages in length and responsive to The Ireland Funds mission to promote and support peace, culture, education, and community development across the island of Ireland and among Irish communities around the world.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Vice President of Development, New York City, The Ireland Funds America.](#)

To nominate a candidate, please contact Don Hasseltine:

[donhasseltine@aspingleadershipgroup.com.](mailto:donhasseltine@aspingleadershipgroup.com)

*All inquiries will be held in confidence.*