



Fundraising

Job Title:	Partnerships Manager
Reporting to:	Head of Partnerships
Location:	Dogs Trust Ireland – Dublin Office with hybrid working

Job Purpose

The Partnerships Manager leads the development, management and growth of a portfolio of high-value relationships across corporate partnerships, philanthropy, trusts and foundations and legacy giving.

The role focuses on building deep, lasting and authentic relationships with the people who interact and support Dogs Trust based on our shared values as ‘Dog People’, and as individuals, delivering sustainable income and long-term impact for Dogs Trust Ireland.

Working under the direction of the Head of Partnerships, the post-holder translates strategic priorities into clear and deliverable relationship strategies across their portfolio.

The role plays a key part in strengthening how partnerships are prioritised, developed and delivered across the organisation, contributing to a more coordinated, insight-led and scalable approach to high-value fundraising.

This is an opportunity to shape and grow high-value partnerships in a period of significant organisational change and ambition.

Overview of the Department/Team

Dogs Trust Ireland is the largest dog welfare charity in Ireland, dedicated to creating a better future for dogs and their owners.

The Partnerships function is responsible for developing and stewarding high-value relationships across corporate partners, individual philanthropists, trusts and foundations, and legacy supporters. The team plays a central role in generating income, building long-term partnerships and delivering meaningful engagement with supporters.

As the organisation evolves, the function is transitioning to a more integrated, relationship-led model, moving away from functional silos toward a blended portfolio approach. This role is central to that transition, supporting both delivery and capability building across the team.

The role operates within a blended portfolio model, developing both breadth across relationships and depth in key areas over time.

Key areas of accountability
<p>Lead the development and delivery of a portfolio of high-value relationships Manage a blended portfolio across corporate, philanthropy and legacy, developing tailored strategies for each relationship. Balance new business development with long-term stewardship, ensuring relationships deepen over time in value, engagement and strategic alignment. Make clear prioritisation decisions across relationships, balancing effort, opportunity, risk and long-term value.</p>
<p>Deliver income and relationship growth aligned to organisational priorities Achieve agreed income targets while building sustainable partnerships. Lead the development of proposals, pitches and engagement strategies, ensuring alignment with Dogs Trust's mission, values and strategic priorities. Take shared accountability for delivering overall Partnerships income targets, balancing individual portfolio performance with team priorities and opportunities.</p>
<p>Operate within a matrixed team structure Work collaboratively across the Partnerships function, sharing resources and prioritising activity based on overall team objectives. Actively prioritise and allocate shared officer support based on portfolio need and overall team priorities.</p>
<p>Coordinate delivery across teams and stakeholders Ensure partnership commitments are delivered to a high standard by working closely with internal teams including Communications, Donor Marketing, Operations and Training & Engagement. Maintain strong coordination and clarity across all activity.</p>
<p>Build and manage senior stakeholder relationships Develop and maintain relationships with key decision-makers and influencers. Identify and coordinate senior leadership engagement where it will most effectively support relationship progression and outcomes.</p>
<p>Develop team capability and performance Line manage and support Partnerships Officers, building capability across the team, supporting a move away from functional specialisation toward a more flexible, relationship-led approach across the function. Foster a culture of accountability, collaboration and continuous improvement.</p>
<p>Use data and insight to inform decision-making Maintain accurate CRM records and use data to support pipeline management, forecasting and prioritisation. Contribute to a more structured and insight-led approach to relationship management.</p>
<p>Contribute to overall Partnerships income forecasting, pipeline management and delivery against team targets.</p>
<p>Any other reasonable duties.</p>

Person Specification
<i>Essential skills, qualifications, experience, and attributes</i>
Significant experience in fundraising, partnerships or relationship management, ideally across corporate, philanthropy, or legacy
Strong network of relevant contacts and a proven ability to originate and develop new high-value relationships
Strong ability to build and manage high-value relationships over time
Proven track record of delivering income against targets
Strong strategic thinking and prioritisation skills
Experience of working across teams and managing multiple stakeholders
Strong communication and influencing skills
Experience of managing or developing others
Highly organised, with the ability to manage multiple priorities
Commitment to the aims and objectives of Dogs Trust.
<i>Desirable skills, qualifications, experience, and attributes</i>
Experience working in philanthropy, trusts and foundations, corporate partnerships, or legacy fundraising, with legacy fundraising experience particularly desirable
A strong network of contacts to open and drive new relationships for Dogs Trust Ireland
Experience working in a matrixed or cross-functional environment

Experience using CRM systems to manage pipelines and relationships

Experience in a charity, not-for-profit or values-led organisation

Our values and behaviours

The culture at Dogs Trust is based on our values and behaviours which underpin everything that we do.

We dream big

Thinking boldly – We channel our passion and commitment to be open to new ideas and possibilities, and to be brave enough to generate and try out new ways of working.

Embracing change – We have the courage, imagination and flexibility to focus on what really matters and adapt as needed to turn our dreams into reality.

We're on the ball

Staying curious – We pay attention to what's going on around us and remain open-minded. We learn from others and consider different angles and perspectives.

Focusing on impact – We are passionate about the difference we make. We use our knowledge and experience to plan our work, solve problems effectively and achieve what we set out to do.

We make things happen

Being proactive – We have a positive, can-do attitude. We actively build strong relationships with others to solve problems and create opportunities.

Working together – We are collaborative and inclusive. We create relationships based on kindness, trust and respect to bring out the best in ourselves and others.

Additional information

Requirement for travel and occasional overnight stays as well as on-call rota

Last revised: June 2026

Partnerships Department Team Structure

