

Job Position : HNWI Manager

PURPOSE OF POSITION

The role will report to the Private Funding Division Manager with a functional role to the Resource Development Director through a matrix reporting relationship. The incumbent will provide leadership in developing strategic direction or roadmap for the Major Gifts covering Major Donors and High Net Worth Individual to ensure diversified sustainable income for World Vision Foundation of Thailand (WVFT).

The HNWI Relationship Manager is responsible for achieving financial and non-financial targets by building a pipeline of HNWI donor opportunities through the implementation of best practice major gift relationship fundraising. Relationship Managers at WVFT are donor centered and are responsible for all stages/steps of the major gift solicitation process for donors and prospects in their portfolios. Relationship Managers are also responsible for and committed to authentic stewardship of HNWI donors, delivering a high level of relationship management and supporter experience. Representing WVFT at events is a regular requirement of the role as is working closely with programmes team and senior staff to effectively engage high level donors and prospects.

In addition to the above, the Relationship Manager is responsible for:

- Business Development – To acquire and build, over a period of 2-3 years, a mature portfolio of major donors who support WVFT at a major gift level.
- Using their existing connections, alongside existing key connections held by WVFT, to grow WVFT's presence and reputation in the HNWI and philanthropic communities across Thailand.
- Working with WVFT HNWI Advisory Group and key staff to build a network of highly engaged, generous major donors.

To achieve this, the Relationship Manager will work strategically with the Private Funding Division Manager to build quality relationships and open key networks.

The Relationship Manager understands best practice relationship-based fundraising as well as the needs and wants of WVFT Donors. The Relationship Manager knows Thailand donor landscape very well, has existing networks and is highly motivated to raise funds for the Thailand's most vulnerable children.

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MAJOR RESPONSIBILITIES

- Achieve financial and non-financial targets on time and budget in accordance with established KPI targets
- Actively engage WVFT donors and prospects to offer opportunities to achieve impact through their philanthropic support.
- Develop and implement an engagement strategy for each supporter using moves management methodologies, including an engagement plan that meets both their needs and those of WVFT.
- Establish and manage the HNWI Volunteer Management – a network of engaged donors that will serve and support WVFT’s fundraising efforts.
- Ensure the supporter’s partnership journey is managed authentically so that over time there is an increasing engagement with the work of WVFT.
- Participate in events and /or activities as required to progress a supporter’s partnership journey (e.g. presentations, field trips etc)
- Represent WVFT at networking functions to expand WVFT’s current donor networks
- Representation at industry forums and meetings.
- Development of strategic relationships, networks and partnerships with key philanthropy and wealth management bodies and businesses
- Relevant task as assigned by the direct supervisor

KNOWLEDGE, SKILLS AND ABILITIES

SKILLS

- Exceptional and authentic networking skills
- Sales and Account Management
- Negotiating and influencing
- Business development and relationship management
- High Emotional Intelligence
- Demonstrated ability in key stakeholder engagement
- Thoroughness and attention to detail
- Strong network of personal contacts and ability to extend this network

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KNOWLEDGE AND ABILITIES

- Strong working experience within the not for profit sector
- Strong knowledge of territory management and sales methodologies
- A track record of demonstrating strategic thinking, initiative and creativity to achieve desired outcomes.
- Computer literacy skills, e.g. CRM database experience, strong skills in the use of MS Office Suite; email; calendar

WISDOM AND VALUING

- Uses discernment and interpersonal skills to establish other's needs, concerns, feelings, expectations and motivations
- Delivering a supporter experience that exceeds expectations
- Thrive within a diverse workplace
- Achieving and exceeding targets

Qualifications :

1. Bachelor's degree in Business Administration, Marketing or related field
2. At least five years of experience in major donor fundraising, with demonstrated success in engaging major donors for fundraising in not-for-profit organizations
3. Proven track record of generating significant from high net worth individuals
4. Demonstrated relationship building and relationship management skills, including the ability to inspire supporters, and the ability to identify, initiate and sustain new relationships, work collaboratively, and promote cooperation with internal and external stakeholders
5. Experience and expertise in developing relationships with major donors and crafting major donor engagement strategies to secure results
6. Proficiency with donor/customer databases for analysis and reporting
7. Strong donor-centric approach and experience in developing and implementing communication plans
8. Ability to work in a cross-functional structure
9. Proven track record of achieving and exceeding sales targets

If you are interested in applying for a job, please send your CV to
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