

Job Position: Middle Gift Relationship Manager

World Vision Foundation of Thailand is a Christian humanitarian, development and advocacy organization devoted to improving the lives of children, their families and communities by tackling the root causes of poverty. With nearly 50 years of experience in the country, we help all people regardless of race, gender, and religion. Come join our team in Thailand, be part of our 40,000+ staff working in over 90 countries and share the joy of transforming vulnerable children's life stories!

Learn more about our work at worldvision.or.th

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PURPOSE OF POSITION

This role is responsible for achieving financial and non-financial targets by thinking and working strategically to support building of Middle Gifts pipeline through the implementation of best practices to ensure high-quality relationship management and donor journey experience. It will involve skillfully engaging in a range of business development activities, including:

- Partnering closely with programmes team and relevant staff to ensure effective engagement with target donors.
- Assist in all aspects of implementing middle gift cultivation, solicitation and stewardship plans which include donor profiling, donor events, field visits, gift recording, acknowledgements, and providing administrative support.

MAJOR RESPONSIBILITIES

Strategy, planning and accountability: (25%)

- Lead the design and development of a Strategic Plan for the Middle Gifts portfolio.
- Recording and tracking donor engagements (F2F, calls, meetings).
- Research and development of donor profile.
- Development of engagement plans.
- Support the establishment and operations of the philanthropy club under middle gifts department.
- Contribute to the ongoing operations and overall performance of the Resource Development area in WVFT, ensuring strong internal collaboration as required with other teams.

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Operations & Networking: (60%)

- Actively engage WVFT donors and prospects to offer opportunities to achieve impact through their philanthropic support.
- Support the development of signature initiatives/products/campaigns for middle gifts donors.
- Execute engagement plans for top prospects individually and also for segmented target.
- Coordinate with field operations/relevant technical leads on concept note and/or proposal development as well as monitoring and reporting of middle donor projects.
- 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, including relevant industry forum and meetings

Capability: (10%)

- Support in training and/or coaching key WV staff on effective engagement with middle gift donors to build organizational capability in this area.

Other tasks assigned by the supervisor and division manager: (5%)

QUALIFICATIONS FOR THE ROLE & REQUIRED KNOWLEDGE & PROFESSIONAL EXPERIENCES

- At least three years of experience in individual fundraising, with demonstrated success in engaging donors for fundraising in not-for-profit organizations.
- Proven track record of generating significant fundraising income from individual donors.
- 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.
- Experience and expertise in developing relationships with donors and crafting donor engagement strategies to secure results.
- Experience of working effectively in a not-for-profit environment.
- Demonstrated ability to design and/or use donor/customer databases for analysis and reporting for a range of audiences.

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- A track record of demonstrating strategic thinking, initiative and creativity to achieve desired outcomes, with a growth mindset.
- Minimum of a Bachelor's degree in Business Administration, Marketing or related field, Masters preferred.
- Deep understanding of best-practices in relationship-based fundraising, and the donor landscape in Thailand.
- Exceptional and authentic networking skills.
- Excellent communication skills.
- Strong skills in negotiating and influencing.
- Business development and relationship management.
- High Emotional Intelligence, including the ability to discern and adapt interpersonal skills to meet needs, expectations and motivations of others.
- Computer literacy skills, e.g. CRM database experience, strong skills in the use of MS Office Suite; email; calendar.
- Ability to work in a cross-functional structure.

PREFERRED SKILLS

- Fluent Thai and proficiency in English.
- Previous NGOs work experience.
- Ability to travel domestically up to 20% of time.
- Existing contacts to network with donors is preferable.

หากท่านมีความสนใจสมัครงานกรุณาส่งประวัติของท่านมาที่

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สอบถามข้อมูลเพิ่มเติมได้ที่: 02-022-9200 Ext. 153 ฝ่ายบุคคล

As a child-focused organisation, World Vision Foundation of Thailand is committed to the safeguarding of children, therefore any offer of employment is conditional upon the successful completion of applicable background checks, including a criminal records check.

By submitting your application, you understand and accept that World Vision Foundation of Thailand will process the data you provide for the purposes of your application and in accordance with the World Vision Foundation of Thailand - Job Applicant Privacy Notice.