

Job Position: Corporate Engagement Specialist

(เจ้าหน้าที่ผู้เชี่ยวชาญด้านองค์กรเอกชนสัมพันธ์)

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

PURPOSE OF POSITION

This role is responsible to support the efforts to grow, diversify, optimize and build a sustainable pipeline and funding-base of Corporate Donors, and will support the establishment of WVFT as the NGO of choice for the local and multi-national corporations (MNCs) in giving for child wellbeing.

Reporting to the Corporate Engagement Department Manager, the Corporate Engagement Specialist will play a supporting role in developing and implementing a strategic roadmap for the critical area of Corporate Engagement, to ensure a diversified and sustainable income stream for WVFT as a new locally-funded office. The Corporate Engagement Specialist should be active in engaging the existing corporate donors for retention and cultivating new donors for acquisition, as well as, for brand positioning.

The Corporate Engagement Specialist

Key representative to drive new business accounts, emphasize on creating acquisition of CSR activities, Gift in-kind donation to support team and overall performance as the major fundraiser's role. Support the Corporate Engagement Team by executing initiatives/projects for growth in targeted revenue contribute to team

This role is responsible for acquiring new business opportunities and maintaining existing donors. It needs analyzing the all ways, segmentation from internal to external stakeholders with good selling tactic and negotiating skills and conversation. Being a main player to lead and provide the guidance to team for donor growth in corporate sectors

- Working closely with Programme team and Business unit team to provide the products and services (appeal, proposals, and donation plan) to prospective donors
- Host the network of corporate philanthropy and stewardship activities, including donor profiling donor, field visits, and recognition.

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MAJOR RESPONSIBILITIES

Strategy, planning and accountability: (10%)

- Support the design and development of a Strategic Roadmap for the Corporate Engagement portfolio with deliverables focusing on CSR projects, Employee Engagement, GIK acquisition.
- Contribute to the ongoing operations and overall performance of the Resource Development area in WVFT, ensuring strong internal collaboration as required with other teams.
- Research and development of donor list for NO and Regional Marketing levels.

Business development: Strategic external engagement and networking: (85%)

- Drive new business accounts, emphasize on creating acquisition of CSR activities,
- Support the development and implementation of engagement including proposal development, project implementation and monitoring, and reporting.
- Participate in events and activities as required to progress a donor experience journey (e.g. presentations, field visits, etc.).
- Represent WVFT at networking and philanthropic corporate functions to expand WVFT's current donor networks, including relevant industry forum and meetings.

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

- Contribution to critical initiatives outside the regular tasks of Corporate Engagement Department, but within Resource Development team.

QUALIFICATIONS FOR THE ROLE & REQUIRED KNOWLEDGE & PROFESSIONAL EXPERIENCES

- At least 3-5 years of experience in sales, fundraising, or new business development environments
- Strong sales and negotiation skills, portfolio management and capable of acquiring funds
- Proven track record of key accounts in business or non-profit income from individuals or institutions
- Strong communication skills (verbal and written) in English and Thai
- Fast learner, Independence and adaptable in dynamic environment
- Results-oriented strategic thinker with assertiveness and initiative
- Ability to work in a cross-functional team

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REQUIRED EDUCATION, TRAINING, LICENSE, REGISTRATION, AND CERTIFICATION

- Minimum of a Bachelor's degree in Business Administration, Marketing or related field, Masters preferred.
- Understanding about relationship-based fundraising, and corporate sectors in Thailand.
- Business development and relationship management.
- Computer literacy skills, e.g. CRM, MS Office outlook calendar.
- Basic Photography and Event management skills is advantage.

PREFERRED SKILLS

- Existing contacts to network with.

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.