

Job Position: ESG Partnership Manager (ESGPM)

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 will manage the ESG Partnership section under the Private Funding (PF) Division. ESG Partnership section is responsible for establishing WVFT as the NGO of choice for national and international corporations, foundations, enterprises, embassies and agencies through ESG partnership and the promotion of giving behavior to deepen impact on child wellbeing in Thailand. At start, this role will work solo with some supports from the supervisor and Business Support Unit team. As the partnership grows, ESGPM will build and lead a team to cater the business growth. In particular, all English-speaking corporate prospects and existing donors will be managed under this team. The acquisition of new Thai multi-national corporations is also the key responsibility of this role. Fund acquisition, cultivate and build relationship to retain the business are the key tasks.

MAJOR RESPONSIBILITIES

1. Strategy and Planning: ESG Partnership and acquisition (10%)

In close collaboration with other Resource Development teams and Operations Team:

- Contribute to RD strategy and support Private Funding and Major Gifts strategy and plans
- Facilitate department business planning and reporting
- Develop ESG strategies to approach/retain donors at different stages of relationships (leads, new, existing donors, etc.)

2. Networking and relationship building (15%)

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- Establish continued corporate landscaping and analysis to find new corporate leads and potential donors.
- Establish donor experience journey at each stage of relationship.
- Participation in business network and chambers.

3. Proposal Development & Project Pitching (25%)

- Lead the ESG presentation of fund opportunities to relevant cross functional team
- Apply due diligence and go-no-go process as appropriate
- Develop project/product pitching for non-solicited projects
- Actively engage WVFT corporate donors and prospects to offer opportunities to achieve impact through their funds and support

4. Field Operations Coordination (20%)

- Provide direction and support to ensure collaboration with relevant teams and department activities to:
- Coordinate the design and implementation of donor engagement plans and products
- Manage donor relationships and seek to nurture and retain support through quality and timely information and reports about impact of their support

5. Business development at Regional Marketing level (15%)

- Empower, coach, direct and monitor the business development activities of Regional Marketing team
- Monitor and control the expenditure vs. budget to ensure efficiency.
- Supervise the acquisition, cultivation and retention activities in all portfolios, especially in local corporations

6. Team and staff performance and development (10%)

Build team effectiveness and model, facilitate continuous improvement activities
Ensure the direct reports to be committed to the following:

- Setting and achieving their performance, development and wellbeing goals

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- Living out WVFT core values

7. Coordinate/manage/complete additional tasks contributing to the performance of Private Funding Division and/or Resource Development Ministry as assigned by the supervisor (5%)

QUALIFICATIONS FOR THE ROLE & REQUIRED KNOWLEDGE & PROFESSIONAL EXPERIENCES

1. Bachelor's degree - Business Administration, Management, Marketing, Communications. Masters preferred.
2. 5-7 years of experience in similar role or role involving public relations, marketing.
3. Demonstrated ability to build relationships and partnerships with external stakeholders/companies/groups.
4. Proven ability to relate and influence others, especially those in senior business positions.
5. Some experience in NGO preferred.
6. Proven track record in collaborating with others/teams.
7. Corporate presentation skills.
8. Effective interpersonal, influencing and negotiating skills.
9. Skills in continuous improvement.
10. Competent in technical writing; including good editing and proof-reading skills.
11. 35% requirement of Travel.
12. Fluency in Thai and English are required.

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.