

Job Position : Partnerships & Corporate Manager

WHO WE ARE

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.

OUR SELECTION PROCESS

We embrace diversity, employing people from a variety of cultural and religious backgrounds. We take our child and adult safeguarding responsibilities seriously and we are committed to providing an environment that is safe for children. All successful candidates will undergo all required pre-employment checks which is inclusive of a criminal record check. Our stringent recruitment procedures make sure the safest and most suitable people work with the children in our programmes.

Come join our team in Thailand, be part of our more than 33,000 staff working in 100 countries and share the joy of transforming vulnerable children's life stories!

Learn more about our work at worldvision.or.th

PURPOSE OF POSITION

The Partnership & Corporate Manager leads the development and management of strategic relationships with **corporates, churches, and schools**, driving income growth, brand visibility, and social impact. The role focuses primarily on **corporate partnership development**, while also overseeing the **Church and School Engagement Specialists** to ensure a unified partnership strategy that contributes to World Vision Foundation of Thailand's mission.

This position builds long-term, mutually beneficial collaborations with businesses, faith communities, and educational institutions, integrating fundraising, CSR, brand engagement, and shared-value initiatives.

MAJOR RESPONSIBILITIES

1. Team Leadership and People Management 15%

- Lead, coach, and empower Church and School Specialists to deliver high-quality partnership engagement.
- Build team culture that reflects WV's Vision, Mission, Core Values, and fosters an inclusive, psychologically safe environment.
- Manage performance through clear goals, regular reviews, and coaching for results and career growth.
- Promote staff care and resilience, ensuring well-being and a safe work environment.
- Build a collaborative and values-driven team culture.
- Promote ethical fundraising and safeguarding practices.

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2. Strategic Planning & Reporting 10%

- Develop and implement annual partnership strategy and income targets.
- Analyse partnership results and provide regular reports on progress and ROI.
- Identify new partnership trends and business opportunities for future pipeline development.

3. Corporate Partnership Acquisition & Stewardship 55%

- Lead and implement a corporate partnership acquisition strategy that grows revenue through CSR funding, cause-marketing, brand collaborations, and employee engagement
- Proactively identify, qualify, and pitch to high-potential consumer brands and corporate prospects aligned with WVFT's mission and target audiences
- Co-develop value-aligned proposals and campaign concepts that increase brand awareness and drive supporter engagement from new audiences
- Build and maintain strong senior relationships with key decision-makers (CSR, Marketing, HR, Sponsorship) to drive long-term partnership growth
- Design and oversee employee engagement experiences including volunteer opportunities, workplace giving, and corporate fundraising activations
- Ensure all partnership activities uphold WVFT's standards for legal compliance, safeguarding, ethical fundraising, and brand alignment
- Maintain a structured sales pipeline and provide accurate revenue forecasting, monitoring performance through CRM and dashboards
- Deliver partnership stewardship and reporting that demonstrates impact, strengthens collaboration, and increases loyalty and growth potential
- Monitor and analyze campaign ROI, brand exposure, corporate engagement KPIs, and donor conversion to optimize strategy and scalability

4. School Partnerships Development 10%

- Supervise and support the School Engagement Specialist to expand partnerships with Thai and international schools.
- Work with school specialist to strategise and scale-up of youth giving and empathy-building programmes (e.g., Heart of Giving, fundraising days, empathy-building curriculum, storytelling content)
- Design and implement strategies to engage parents for fundraising and stewardship — e.g., digital nurturing journeys, school events, parent-teacher channels
- Build and strengthen institutional relationships with Ministry of Education and relevant education networks to unlock larger reach and long-term collaboration
- Oversee programme delivery quality, monitoring school retention, satisfaction, and compliance
- Review activation results and donor conversion data to optimize performance and ROI, informing school-specific strategy and product innovation

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5. Christian Communities & Church Engagement 10%

- Supervise and guide the Church Engagement Specialist to implement strategies that strengthen WVFT's Christian identity and engagement with churches.
- Collaborate with the Faith & Development Committee to align priorities across fundraising, branding, and field implementation.
- Build relationships with church leaders and Christian networks for long-term collaboration and fundraising.
- Monitor partnership performance data and feedback to inform continuous improvement, product development, and strategy refinement.

KNOWLEDGE, SKILLS AND ABILITIES

- Bachelor's degree in Business Administration, Marketing, Communications, International Development, or related field.
- Professional training or certification in Corporate Partnerships, Fundraising, or Relationship Management is an advantage.
- Minimum 7 years of experience in fundraising, partnerships, or business development within corporate, NGO, CSR, or social enterprise sectors
- Proven track record in acquiring, negotiating, and managing multi-sector partnerships, particularly with corporate CSR and marketing teams.
- Experience working with corporate sustainability, ESG, cause-marketing, or employee engagement initiatives.
- Demonstrated ability to develop compelling partnership proposals and pitch presentations.
- Demonstrated experience in strategic planning, cross-department coordination, and partner relationship management
- Strong track record in proposal development, concept note creation, and impact reporting
- Familiarity with international development frameworks and donor expectations (e.g., CSR, SDGs, ESG) preferred.
- Strong knowledge of corporate social responsibility (CSR), ESG principles, and shared-value partnerships.
- Skilled in proposal development, impact reporting, and partnership account management.
- Understanding of marketing, communications, and brand collaboration frameworks.
- Excellent stakeholder engagement, negotiation, and presentation skills in both Thai and English.
- Proficient in CRM systems, data analytics, and Microsoft Office Suite.
- Ability to analyse partnership ROI and manage complex partnerships with strategic alignment.
- Knowledge of safeguarding, compliance, and ethical fundraising standards.
- Fluency in Thai and proficient English (written and spoken).
- Based in Bangkok
- Commitment to WV's Christian ethos and ability to integrate faith-based values into work

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As a child focused organization, 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.

Applicants are required to send a CV and cover letter via email to Thanyarat_Charndamnernkit@wvi.org Tel. 02-0229200 Ext.151. Applications will be reviewed on a rolling basis, with interviews scheduled with suitable candidates on a rolling basis. Any questions or requests for additional information can be directed to the emails and phone number above.

