

Job Position : Partnership and Corporates Specialist

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 Corporate & Partnerships Specialist drives revenue growth and brand engagement through strategic corporate partnerships, with a primary focus on CSR funding, cause marketing, consumer brand collaborations, and employee engagement initiatives.

The role is responsible for proactively identifying, acquiring, and structuring new partnerships with corporates, international schools, churches, and institutional networks.

While this specialist leads partnership origination and deal structuring, the implementation of school and church engagement activities and ongoing relationship management will be led by the respective Church and School Engagement Specialists.

This position plays a critical role in expanding World Vision Foundation of Thailand's partnership footprint, particularly within the corporate and international education sectors.

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MAJOR RESPONSIBILITIES

Corporate Partnership Acquisition & Growth 70%

- Develop and execute a structured corporate acquisition strategy aligned with WVFT funding priorities.
- Identify and qualify high-potential corporate prospects (CSR, ESG, Marketing, HR, Sustainability).
- Build and maintain a strong prospective pipeline using CRM and lead tracking systems.
- Develop proposals, pitch decks, and partnership concepts.
- Lead negotiations and secure multi-year partnership agreements.
- Monitor partnership KPIs including revenue, brand exposure, engagement, and ROI.
- Ensure accurate revenue forecasting and reporting.
- Collaborate with internal teams to deliver high-quality reporting and impact communication.

International & Thai School Partnership Origination 10%

- Partnership Development (Not Implementation)
- Proactively develop new relationships with International and Thai schools.
- Position WVFT as a credible education and youth engagement partner.
- Structure partnership frameworks for fundraising, youth engagement, and parental involvement.

Church & Christian Institutional Partnership Development 10%

- Identify and initiate new church partnerships and Christian networks.
- Build relationships with senior church leaders and denominational bodies with the church engagement specialist for long-term collaboration and fundraising.
- Collaborate with Faith & Development leadership to ensure alignment with WVFT Christian identity.

Cross-Functional Collaboration & Campaign Integration 10%

- Collaborate with Campaign & Channel teams to integrate corporate partnerships into omni-channel campaigns.
- Work with Branding & Communications to ensure strong partner visibility.
- Ensure all partnerships comply with safeguarding, legal, and ethical fundraising standards.

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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 5 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.
- Based in Bangkok
- Commitment to WV's Christian ethos and ability to integrate faith-based values into work

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 Banyen_Muenjob@wvi.org **Tel. 02-0229200 Ext.154**. 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.