



Senior Major Donor and Corporate Partnership Officer

About Soi Dog Foundation:

Soi Dog Foundation is the largest animal welfare organisation in Asia dedicated to helping stray dogs and cats. Soi Dog Foundation sterilises, vaccinates, administers medical treatment, shelters, promotes the adoption of stray dogs and cats in Thailand, and runs education programmes on animal welfare. Soi Dog Foundation is also actively working to end the Asia dog and cat meat trade.

Soi Dog's Mission Statement is: **"To improve the welfare of dogs and cats in Asia, resulting in better lives for both the animal and human communities, to create a society without homeless animals, and to ultimately end animal cruelty"**.

For more information, please visit www.soidog.org

JOB DESCRIPTION

Job Title and Summary: The key function of Senior Major Donor & Corporate Partnership Officer will be financially enable Soi Dog Foundation to deliver its mission to improve the welfare of dogs and cats in Thailand, resulting in better lives for both the animal and human communities, to create a society without homeless animals, and to ultimately end animal cruelty

Job Purpose

- To work with Director of Fundraising Thailand to raise organization income
- To research and identify leads for major donor and grants from HNWIs, corporates, trusts and foundation in Thailand
- To manage and develop fundraising activities in Thailand to grow major donor income and corporate partnership within Thailand

Scope of Job

- To develop acquisition strategies and fundraising cases for major donor and corporate partners
- To provide exceptional ongoing stewardship to potential and existing major donors / grant giving organizations
- To deliver strategic recommendations that supports the planning of the major donor and corporate partners' strategy
- To deliver in-depth research profiles including due diligence and briefings for high value prospects and donors
- To engage and acquire major donor and corporate partners individually by phone, email, and personal meetings
- To organize and participate in fundraising events to strengthen relationships with donors
- To develop fundraising materials, proposal, events collateral, reporting and other communications as needed

Skills and Requirements

- Strong interpersonal, written, and oral communication skills and comfort working in a high-energy, fast-paced, and collaborative environment
- Ability to work independently; move projects from conceptual stages to launch; and handle multiple and often competing deadlines
- Ability to adjust priorities to address changing situations and conditions;
- Outstanding, proven time management and organizational skills;
- Knowledge of and interest in emerging concepts and practices in the fields of philanthropy and CSR.

Qualifications

- You must have at least three years demonstrable experience of fundraising through managing and securing major donor and corporate partnership for a non-profit organization
- You are enthusiastic and passionate about animal rights/welfare and Soi Dog's goals and represent them in a professional manner
- Significant and demonstrable experience in the solicitation of principal gifts at the THB 15,000+ level
- Proven ability to steward relationships with donors in a way that enhances continued and increased levels of support
- Significant experience in the design and implementation of effective prospect solicitation strategies and cases for support
- You have excellent native or fluent communication skills in English & Thai (written and oral) and a confident, professional and friendly demeanor
- You can explain things well and are passionate and persuasive
- You have creativity, flexibility and a structured, independent and proactive way of working
- You have very good skills in the areas of project management, strategic thinking and analysis.

Department and Supervisor: This position report to Director of Fundraising Thailand.

Location: Soi Dog Foundation, Bangkok, Thailand.

Type of Employment: This position is full-time employment.

Benefits:

- Five-day work a week, 40 hours per week with two days off. Employee may start and finish work different times depending on their duties as directed by their manager.
- 19 annual holidays (including Thai National Holidays 13 days) rising to 25 days with year of service
- Annual Salary Adjustment
- Annual Service bonus
- Social Security
- Provident Fund
- Uniform

HOW TO APPLY

Please send your CV, together with a covering letter detailing why you think you would be appropriate for this role, to hr@soidog.org

Short-listed candidates will be notified by email.