



## PHILANTHROPY AND PARTNERSHIPS MANAGER (CONTRACT-UK or US-BASED)

### About Soi Dog

Soi Dog Foundation is the largest animal welfare organisation in Asia, dedicated to helping stray dogs and cats. Our mission 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'*. The values we rate are passion, compassion, honesty and transparency. To find out more about Soi Dog please visit: [www.soidog.org](http://www.soidog.org)

### Job Summary

The Philanthropy and Partnerships Manager plays a vital role in developing and implementing strategies to grow high-value income from international donors through grants, major giving, and corporate partnerships. This position will lead on establishing new giving structures including a Development Board Programme, while also promoting legacy giving opportunities to ensure long-term sustainable income for Soi Dog Foundation.

### Contract Terms

- 12-month fixed term contract with likelihood of extension
- Full-time position (40 hours per week)
- Remote working with travel required for donor meetings and events
- Ability to work across multiple time zones essential

### Key Responsibilities

#### Strategic Development & Implementation

- Lead the development and implementation of international high-value giving strategies including grants, major donors, and corporate partnerships
- Working closely with the Director of International Fundraising and marketing, launch the Development Board Programme strategy to engage high-net-worth supporters
- Develop and implement a donor journey programme, supporting the major giving senior officer to implement the plan
- Work closely with the Director of International Fundraising to set and achieve income targets
- Contribute to the overall fundraising strategy and annual planning process

#### Relationship Management

- Build and maintain relationships with high-value donors, grant-makers, and corporate partners
- Support the launch of a Development Board
- Provide excellent stewardship to all high-value supporters
- Create bespoke cultivation and engagement plans for major donors
- Work with senior leadership and trustees to maximise networking opportunities
- Oversee the development of compelling funding proposals and impact reports

#### Team Leadership & Development

- Provide leadership and management to the high-value relationship fundraising team

- Set clear objectives and KPIs for team members
- Conduct regular 1:1s and performance reviews
- Create development opportunities for direct reports
- Foster a positive team culture aligned with Soi Dog's values
- Ensure effective collaboration across the fundraising team
- Manage external consultants and agencies as needed

### **Programme Development**

- Design and implement the High Value Giving Club programme, including benefits structure and stewardship journey
- Create cultivation and stewardship events for high-value supporters
- Develop tailored communications and marketing materials
- Work with the team to identify and research prospective donors
- Monitor and evaluate programme effectiveness

### **Financial Management & Reporting**

- Monitor income against targets
- Track and report on key performance indicators
- Provide regular updates and reports to the Director
- Analyse return on investment across different programmes
- Maintain accurate records in the CRM system

### **Required Skills and Experience**

#### **Essential**

- Minimum 4 years' experience in high-value fundraising, including major gifts and grants
- Willingness and ability to travel regularly, and (sometimes) internationally for donor meetings and events
- Experience in managing remote teams and working across time zones
- Proven track record of securing six-figure gifts
- Experience in developing and implementing high-value giving programmes
- Strong relationship building and networking skills
- Excellent written and verbal communication skills in English
- Experience in creating donor development boards or similar giving structures
- Demonstrated ability to work with high-net-worth individuals
- Strong project management and organisational skills
- Knowledge of animal welfare sector

#### **Desirable**

- Experience in international fundraising
- Understanding of the Asia-Pacific philanthropic landscape
- CRM database management experience

#### **Reporting Line**

- Reports to: Director of International Fundraising
- Direct Reports: *Corporates and Grants Officer* and *Senior Major Gifts Officer*

**To Apply**

**Please send your CV and a cover letter detailing your suitability for this role to [hr@soidog.org](mailto:hr@soidog.org)**

Short-listed candidates will be notified by email