

Senior Executive, Resource Development and Relationship Management

Key Responsibilities:

Job Highlights

- A purpose-driven job to better the lives of children
- Positive work environment
- Working hours 9am – 5pm, 5-day work week
- Medical & dental insurance
- Professional development
- Accessibility (5-mins walk from MRT)
- Weekly Christian devotions

Purpose of Position

1. Relationship Management

You will work with major donors, organizations and suitable partners to garner financial support for World Vision's ministry including building key accounts and ensuring a meaningful donor experience. You will work towards a target to support our funding commitment to our field projects.

2. Fund Raising Marketing Activities

You will increase awareness, engagement with and understanding of WV ministry to raise funds through integrated marketing campaigns in partnership with the Marketing & Communications team.

3. Build Trust and Reputation

You will position WVS as a leading Christian international NGO that is respected and trusted, a thought leader in humanitarian issues. You do this by showcasing World Vision as an effective and efficient organisation that is driving societal change through our global community development programmes and other sectoral interventions. You will highlight World Vision's stewardship, accountability, financial transparency and demonstrated impact in the field to inspire a new generation of donors and supporters.

Key Responsibilities May Include

- Garner financial support from relationship management of individuals, corporates and churches
- Management of Inbound and Outbound Leads
- Increase Acquisitions through physical events and online channels
- Create greater awareness, engagement and understanding of WV development programmes

Requirements

- Bachelor's degree with 4 to 5 years relevant work experience.
- Excellent oral and written command of English Language is essential with an ability to write creatively as well as proposals for HNWI and Corporates. An equal command of Mandarin will be an added advantage (to liaise with Mandarin speaking associates).
- Proven track record and/or demonstrate strong acumen for account management and/or business development
- Possession of traits: being strategic, excellent project management and implementation skills, observant, analytical, perceptive about online and off-line media consumption behaviour, and sensitive to the changing traditional, digital and online media landscape.
- Familiarity with analytics measures, tools, benchmark, best practices, and latest trends and comfortable with metrics and targets with a good understanding of SEO and web technologies with the ability to translate these into actionable insights for campaign improvements.
- Ability to work quickly and accurately under pressure and being a strong team player is essential.
- Ability to multi-task with strong organizational and people skills.
- Must have the ability or desire to use the CRM and Donor Management System and knowledge in Salesforce and OLAP/SQL would be an advantage.

Live simply that others might simply live. For a season in your life, do something that will dramatically change the lives of people around the world. Do something bold today.

Please send your resume stating your availability and expected salary to recruit@worldvision.org.sg