

Partnership Lead - Non - Corporate

Location: [Asia & Pacific] [Sri Lanka]

Town/City: Colombo - 09

Category: Marketing and Resource Development

Job Type: Fixed term, Full-time

World Vision is a Christian relief, development and advocacy organisation working with children, families and communities to overcome poverty and injustice. World Vision is dedicated to working with the world's most vulnerable people regardless of their religion, caste, gender or ethnicity. World Vision has been in Sri Lanka since 1977 and currently works through 34 development and relief programmes in 16 Districts across the country.

At World Vision we are passionate about children and committed to bringing fullness of life to the most vulnerable and disadvantaged. Every day for forty years, that is what our team at World Vision has been doing.

We are currently looking for dynamic & creative individuals to join us in our journey of caring.

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Job Profile

The position aims to lead and manage all local fundraising initiatives overseeing all national level partnerships with churches, associations, public & educational institutes as well as High Net Worth Individuals both locally & Internationally.

Major Responsibilities

- Lead and implement the Annual Business Plan for National Resource Development by setting up quarterly targets to achieve revenue goals and diversifying sources of funding
- Conceptualize, implement & monitor all local level fundraising activities and national level campaigns
- Lead and Oversee comprehensive market analysis on new methodologies / innovative fundraising strategies
- Liaise with the internal stakeholders such as IT, Communications and Operations to develop necessary support systems and technologies for new fundraising strategies
- Support when required in complying monthly, quarterly and annually reports on local fundraising statistics to the management
- Ensure that all documentation relating to local fundraising events, campaigns and projects are being maintained up-to date

Required qualifications, experience & competencies

- 5 years of experience in any two - Institutional, Corporate, Legacy, Major Donor and Trusts fundraising and broad exposure to all four technical approaches
- Evidence of significant success in leading fundraising activities leading to donations
- CIM qualified or Degree in Business Economics, Development, Non-profit Management or other applicable field
- A thorough understanding of the development sector; development issues and SDGs, development approaches across span of sectors such as Health and Nutrition, WASH,

Education and Life Skills, Child protection and Participation, Livelihood and Enterprise Development, Gender and Disability, DRR, Climate change and Environment

- Strong negotiating and influencing skills
- High critical, creative and innovative thinking
- Understanding of the Sri Lankan & APAC funding market
- Well conversed in spoken and written English and/or Sinhala and Tamil languages
- The position requires to travel up to 20% of the time

World Vision Lanka offers a competitive remuneration package based on individual competence and skills. If you meet the required criteria and wish to apply for this or any of the available vacancies, select the position you wish to apply for & submit your **on-line application** with your CV and details of three non-related referees on or before the given closing date.

Only short listed candidates will be notified.