

**Career In Progress**, is a Career Management & Recruiting Company that offers boutique services for businesses across Greece.

On behalf of **SOS Children’s Villages in Greece**, we are looking for an experienced and dynamic:

**Fundraising Director**

**SOS Children’s Villages** is the world’s largest non-governmental organisation focused on supporting children and young people without parental care, or at risk of losing it. Founded in 1949 as a non-denominational organization it now has presence in 136 countries and territories. In Greece it has been operating since 1975 with the aim that every child grows up in a loving home.

The role reports directly to the General Director and is a member of the Senior Management Team.

**The main duties of this role include:**

• Lead the development of the annual Fundraising Strategy of SOS Children’s Villages to achieve income targets across the range of revenue streams

• Produce and manage funding leads and opportunities

• Work to identify suitable sponsors, donors to approach, in line with SOS Children’s Villages Fundraising Strategy

• Make risk analyses and calculate time-cost ratios, in order to focus effort on the fundraising activities that are most appropriate and have the highest chance of success.

• Maintain professional and friendly relationships with corporate donors, grantors and update them on how their grant funds are being utilized throughout the year

• Develop and lead the monthly-giving supporters program

• Develop and maintain effective supporter journeys for the development of relationships and retention

• Develop and organize fundraising activities and events in cooperation with the Communications team

• Work closely with the Communications team for the design and implementation of fundraising digital campaigns

• Supervise the commercial activity of SOS Children’s Villages (e.g. eshop, retailer network)

**Qualifications include:**

• University Degree in Marketing, Economics or equivalent

• MSc in similar academic objectives will be an asset

• At least 3+ years hands-on work experience in a similar Director role

• Demonstrable track record of Strategic Fundraising

• Proven ability to build, manage and develop key stakeholder, client, and donor relationships

• Proven track record in fundraising that has directly resulted in increased income for an organization

• Have solid experience of Database-Driven-Marketing and demonstrate good understanding of CRM systems

• Be able to think both at a strategic and tactical level

• Highly self-motivated and able to work autonomously, take initiative and make decisions

• Excellent multitasking, time management and problem-solving skills

• Strong interpersonal and leadership skills

• Commitment to equal opportunities and non-¬discriminatory practices and respect of confidentiality, are required

• Strong “Can-Do” Attitude

**Location: Athens, Greece**

If the sentence “No Child Should Grow Up alone” motivates you to do something more for a better world, we are waiting to have your CV.

**Follow this link and send your cv** [**https://cip.gr/jobs/fundraising-director/**](https://cip.gr/jobs/fundraising-director/)