



Deputy Fundraising Director

## Description

### About Greenpeace

Greenpeace, one of the world's most respected and dynamic organizations, is an international non-profit global campaign based organization that acts to ensure the ability of the Earth to nurture life in all its diversity. At the heart of Greenpeace's campaigns is the tradition of non-violent, direct action against environmental abuse and destruction.

Greenpeace exists because this fragile earth deserves a voice. It needs solutions. It needs change. It needs action.

Greenpeace acts to change attitudes and behaviors, to protect and conserve the environment and to promote peace by:

- Catalyzing an energy revolution to address the number one threat facing our planet: climate change.
- Defending our oceans by challenging wasteful and destructive fishing, and creating a global network of marine reserves.
- Protecting the world's ancient forests and the animals, plants and people that depend on them.
- Creating a toxic free future with safer alternatives to hazardous chemicals in today's products and manufacturing.
- Campaigning for sustainable agriculture by rejecting genetically engineered organisms, protecting biodiversity and encouraging socially responsible farming.

Greenpeace is present in 40 countries across Europe, the Americas, Asia, Africa and the Pacific.

To maintain its' independence, Greenpeace does not accept donations from governments or corporations but relies on contributions from individual supporters and foundation grants.

For over 40 years, Greenpeace has been successful in its campaigns to reverse environmental degradation by bearing witness to environmental destruction and exposing and confronting environmental abuse. Greenpeace campaigns have been vital in informing government policies on the environment and effecting changes in business practices which helped to prevent numerous environmental problems.

### *Greenpeace in Southeast Asia:*

Greenpeace opened its first office in Southeast Asia in 2000. Since that time we have led successful campaigns throughout the region, securing fresher air, cleaner water and a healthier environment through changing industry practices and government policies.

Greenpeace Southeast Asia employs more than 170 staff, all dedicated to meeting the professional standards expected of the world's leading campaigning organization for the environment. From its' offices in Bangkok, Jakarta and Manila, Greenpeace lead globally important campaigns within a national and regional context. Greenpeace is financially supported by tens of thousands of people across the region.

### Purpose of Position

- The Deputy Fundraising Director reports directly to the Fundraising Director of Greenpeace SEA and serves as the most senior member of the Fundraising Management Team.
- The Deputy Fundraising Director supports the Fundraising Director in the delivery, coordination and management of the fundraising strategies to maximize long-term financial and public support for Greenpeace SEA. The Deputy Fundraising Director will supervise fundraising teams, providing mentoring and leadership on fundraising techniques, general organizational management, administration, finance, and strategic program development.

### Major Responsibilities

- Support the Fundraising Director with development and implementation of annual and multiyear development strategies, as outlined in the Organizational Development plans for Greenpeace SEA, to increase net revenues and ensure the organization's long-term financial stability and growth.
- Initiate the development and testing of new innovations to diversify fundraising approaches, spread risk across fundraising channels and capitalize on the

potential that the Southeast Asian marketplace has to offer.

- Responsible for GPSEA donor recruitment or retention strategies and targets (to be decided based on experience and skills set of successful candidate).
- Line management of Country Fundraising Managers and either the Regional Supporter Acquisition Coordinator or the Regional Supporter Relationship Coordinator and Regional Database Manager (to be decided based on experience and skills set of successful candidate).
- Supervise the development, presentation, implementation, tracking and regular reporting of country and program expenditure and revenue budgets.
- Motivate, train and support fundraising staff in order to achieve the objectives of the department.
- Introduce best practice procedures and work flow in all areas of responsibility.
- Participate and where appropriate lead interdepartmental project teams, ensuring that fundraising opportunities are maximized.
- In coordination with the Human Resources Department recruit, train and develop staff within the department, evaluate staff work performance and recommend disciplinary action as necessary for staff s/he line-manages.
- Help to determine the overall training needs for fundraising staff in conjunction with Fundraising Director.
- Assist the Fundraising Director as required with the regular financial reporting and budget control of the Fundraising Department.
- Report the success of program results in a timely manner to the Fundraising Director.

## Profile

### *Minimum Education, Training and Experience Requirement:*

- University graduate, preferably in Business Administration, Marketing or Communications.
- Five plus years of proven leadership and management in a senior marketing and/or fundraising field preferably in the NGO sector.
- Cutting edge creative and strategic thinking.
- Solid people and financial management skills.
- Strong English verbal and written communications skills.

### *Preferred Skills and Knowledge:*

- Knowledge and/or experience in off-line marketing/fundraising.
- Knowledge and/or experience in on-line marketing/fundraising.
- Knowledge and/or experience in fundraising techniques (creative development, audience, segmentation, proposition development etc).
- Fluency in written and spoken English, and good command of Thai or Bahasa Indonesia
- Knowledge and/or experience in Statistical analysis and reporting.
- Build and manage relationships with suppliers and agencies.
- Knowledge and/or experience in Financial analysis and reporting.
- Sensitive to socio-economic environment of SE Asia.

## Meta Fields