



SOS Children's Villages International is founded 1949, helping more than 1.200.000 people in 135 countries worldwide.

In order to support our Regional project "Youth Empowerment Enabling Prospects- YEEP" implemented in Albania, Bosnia-Herzegovina, territory of Kosovo, North Macedonia and Serbia, we are looking for an enthusiastic, well organized and a committed individual for the position of:

EXPERT FOR CAPACITY DEVELOPMENT IN FUNDRAISING

**(location: Belgrade, Serbia, Regional project
"Youth Employment Enabling Prospects - YEEP!")**

Mission of the position:

The holder of the position develops fundraising to become a sustainable income source for local SOS associations. Within this mission he/she ensures capacity building in all segments of fundraising (with focus on Corporate Fundraising) to enable local SOS associations to work independently for local community development. He/she cooperates closely with the Regional Project Manager, the Private Partnerships Advisor at SOS Children's Villages International, CEE / CIS and the project team in the countries. The holder of the position is responsible for guiding local SOS associations to reach a self-responsible, strategic, income securing and thus professional level of fundraising especially in the field of Corporate Fundraising.

Key performance areas and responsibilities:

- Support project partners to execute market assessment for fundraising,
- Support project partners to assess fundraising market potential,
- Train local partners about the fundraising channels (with focus on Corporate Fundraising),
- Support project partners in fundraising and in HR-set-up (including sample job profiles, sample job descriptions, recruitment interviews, etc.),
- Monitor fundraising results,
- Support planning of local fundraising strategies and income target setting.

Candidate profile:

- Bachelor's / University Degree in the field of international business development / marketing / sales / business administration / business management / public relations or communications. Masters Degree in a relevant field will be considered as asset.
- At least 5 years of proven experience and results in the field of fundraising, marketing or sales at international NGOs or at multinational companies
- Advanced level of negotiation skills, proven experience in negotiations and key account management
- At least 3 years of experience in provision of trainings,
- Experience of project / program concept development and management;
- Excellent computer skills including Microsoft suite;
- Fluency in written and spoken English and Serbian language;

Competencies – knowledge, skills, abilities

- Strong communication, presentation, facilitation and interpersonal skills;
- Successful relationship- and network building skills with different types of stakeholders at different levels of various organisations, companies, business partners, etc.
- Highly organised, self-motivated, result-oriented; claiming and demonstrating high professional standards
- Efficient task prioritization (multitasking) and time management;
- Flexibility to work both in team and independently;
- Positive working attitude and ability to work under pressure
- Strategic, creative, and innovative thinking;
- Engaged, determined, persistent, reliable and pro-active; has “can do” and solution-oriented mentality

Preferred additional criteria

- Experience in organisational change processes
- Demonstrated results and successful track record in project management
- Driving license

If you are interested in the position please send your CV to karijera@sos-decijasela.rs

Only shortlisted candidates will be contacted.