



Director, Fundraising
(Ref: MCW/20230323/DFR)

CHANGE YOUR FUTURE AND THE FUTURE FOR CHILDREN IN HONG KONG. JOIN OUR TEAM.

Our staff are creative, collaborative, and willing to do whatever it takes to get the job done. They embody our core values and believe in our vision and mission. If you enjoy a work environment that is challenging, rewarding and making an impact, we invite you to consider a career with Mother's Choice.

Position Description

A strategic fundraising leadership position has been newly created within Mother's Choice to set and lead the vision and overall strategic plan for our fundraising and donor relationship management functions. Reporting to the CEO, this role will be accountable for the annual budget & income, funding sources and donor pipeline. It also plays a key role in driving donor relations, donor data management systems and Mother's Choice's visibility in the community.

Key Responsibilities

- Leads all fundraising activities for the organization. Accountable for achieving annual fundraising budget, diversifying the funding sources and growing the organization's income and developing the pipeline of potential donors.
- Produce and update a 3-year fundraising strategy which increases donations and improves donor acquisition and diversification to raise HKD\$100,000,000 per year by 2025-26.
- Cultivates and maintains relationships with current and potential donors and serves as a liaison with the stakeholders within the organization.
- Develop procedures and processes to institutionalize the fundraising and donor management process.
- Represent and deputise for the CEO with key donors.
- Ensure that all donors are recognized for their contribution, that the highest level of stewardship is maintained and that CRM systems are used effectively to underpin this;
- Oversee the implementation of data management systems and policies for all Mother's Choice fundraising activities to ensure efficiency and sustainability.
- Work closely with the Marketing & Communications team to develop persuasive fundraising collaterals and stewardship activities including events.
- Develop and grow the existing group of Mother's Choice ambassadors including board and committee members for fundraising, media, government, and community partner relationships.
- Recruit, coach, and develop staff to meet the organization's goals and expectations, focusing on relationship management, quality, and continuous improvement.
- Nurture the team and identify the next generation of fundraising leaders.
- Provide leadership and input for all strategic planning processes with the CEO and Senior Leadership Team.
- Working closely with the various Committees, develop and implement strategies to identify, engage, secure and steward new sponsor partners; cultivate the portfolio of current sponsors and maximize relationships with a strong ethos of appreciation;



Requirements

- Bachelor's Degree, with experience in advertising, sponsorship, fundraising or nonprofit;
- Demonstrated ability to work with a wide range of people, both internal & external;
- Excellent verbal communication skills (both English and Chinese) used to building authentic relationships through phone calls and public speaking opportunities;
- Excellent written communication skills to develop compelling sponsorship proposals;
- CRM experience and proficiency in creating, managing and mining data will be an added advantage.
- Experience of managing and developing a team to achieve excellence and meeting targets;
- Exceptional pitching and negotiation skills, with demonstrated ability to influence and persuade at the highest level;
- Excellent organisational skills and the ability to assess, prioritise and manage a varied and demanding workload;
- Able to work autonomously to take forward and shape areas of work of key strategic significance with limited oversight from the CEO;
- Demonstrates gravitas and credibility in order to represent the organisation and build confidence internally and externally.
- Must share the commitment of Mother's Choice in upholding the safety and protection of children as paramount.

To Apply

Interested candidates please send a full resume , expected salary, and available date to Assistant Director, Human Resources, Mother's Choice Limited, 10 Borrett Road, Mid-Levels, Hong Kong; or email to hr@motherschoice.org

Personal data collected will be used for recruitment purposes only. Applicants who do not hear from us within two months may consider their application unsuccessful. Mother's Choice is committed to diversity and inclusion and is an equal opportunity employer.