



Help us create a world of greater humanity!

The Swiss Red Cross (SRC) is part of the International Red Cross & Red Crescent Movement, the world's largest independent humanitarian organization. The movement has three parts: The National Societies, the International Federation of Red Cross & Red Crescent Societies (IFRC) and the International Committee of the Red Cross (ICRC).

The SRC is supporting the Ukrainian Red Cross Society (URCS) in its humanitarian response in Ukraine. To coordinate the SRC's support at national level we are seeking for a **Fundraising Delegate** to be based in **Kyiv, Ukraine**.

The delegate is part of the SRC delegation and ensures technical and strategic advisory services towards the development of Ukrainian Red Cross' domestic fundraising, ensuring the maintenance and growth of URCS' individual and corporate donor base.

What you will be doing

- Supporting the URCS-Management (Deputy Secretary General) in guiding the team in terms of Fundraising policy, strategy, priorities and embedding the topic into the National Society (NS)
- Supporting the URCS Fundraising Team in re-defining the URCS fundraising strategy and plan at HQ level with relevant priorities (including fundraising strategies and support at branch-level)
- Maintaining donors: support the URCS Fundraising Team in establishing donor communication processes (digital donor journeys for private individuals; systematic reporting to corporate donors)
- Donor reactivation and acquisition: supporting the URCS Fundraising Team in reactivation and acquisition by conducting online communication, campaigns and key account management processes
- Fundraising infrastructure: supporting the URCS in maintaining and updating relevant fundraising infrastructure like digital donation tools, relevant local payment systems and the Customer Relationship Management (CRM) system Salesforce
- Supporting URCS in orchestrating the relevant technical support to the URCS fundraising team within the Red Cross Red Crescent Movement (SRC HQ Marketing, IFRC regional resource mobilization unit etc.) and external local third parties

Your profile

- University Master degree in marketing, communication or business administration with at least 5 years of proven experience in private source fundraising in a not-for-profit organization with important fundraising income from various income channels
- Proven experience in at least one of the following on- and offline fundraising instruments: Digital fundraising (donor communication and fundraising campaigns), face-to-face fundraising (regular giving), key account management for High-Net-Worth individuals, direct mailing
- Experienced in using CRM systems (preferably Salesforce) for fundraising including implementing donor journeys
- Solid experience in using digital tools for communication and promotion and fulfilling digital campaigns, in developing overall fundraising strategies
- Experience in fundraising from private corporations is an asset: key account management including acquisition, long term partnership agreements, private corporate donor reporting
- Orientation towards solutions and results, along with excellent analytical and writing skills
- Strong people management, communication, motivational and leadership skills
- Previous work experience in the Red Cross/Red Crescent Movement is an advantage
- Proficiency in written and spoken English.

What you can expect

- Fixed-term contract until 31.12.2023 (with the option of extension), starting immediately or as per mutual agreement
- Interesting and meaningful work where you can make a difference
- Team spirit and a work environment in which diversity and equal opportunities are not just words
- Competitive salary, contribution to social insurances, R&R, travel expenses and contribution to accommodation

Swiss Red Cross



Apply now

Please submit your [online application](#) on our website with CV, a motivation letter and names of three referees, attn. Ms. **Isabel Bangerter**, by **16 September 2022** at the latest.