

Gi Group HR Solutions d.o.o. as a leader in the region and part of Gi Group, prestigious and one of the leading consulting companies in the field of human resources, is able to offer comprehensive solutions in all areas of human resources management. We provide recruitment and selection services under our new brand **Wyser**.

Foundation **SOS Children's Villages Serbia** is non-governmental, humanitarian organization dedicated to the welfare of children and strengthening of families and communities. Their work is aimed to the wellbeing of children and the creation of permanent improvement of the conditions in which children live.

If you are very good in handling of new situations, responsible, dynamic and optimistic, love the challenges and see the development of your career in the area of fundraising for vulnerable children, you want to have the special meaning of your work and looking for dynamic, professional and friendly environment, foundation **SOS Children's Villages Serbia** is looking for the new team member in the following position:

Individual Giving Fundraiser

Location: Belgrade

Main responsibilities:

- Pursue the opportunities in Serbia to cover the running costs and investments in order to get the financial self-sufficiency of the SOS Children's Villages Serbia by fundraising activities targeting individuals,
- Positioning of SOS Children's Villages as a strong and consistent partner among potential and existing supporters, based on SOS Children's Villages roots, vision, mission and values,
- Strategically and operatively managing the project of regular individual donations, implementing and analyzing project activities and results, and proposes measures and activities for the success of the project,
- Implementation of business plan and strategy of individual fundraising in the country, based on SOS practices, and in accordance to agreed targets,
- Building and maintaining strong and long lasting relationships with individual donors, through different mass marketing channels,
- Managing donor's database in form of donor relationship management principles and donor segmentation for acquisition and retention activities,
- Planning, monitoring and evaluating of each fundraising campaign, and suggesting new methods for improvement in accordance to market trends,
- Ensuring that communication for fundraising follows a child-rights terminology and approach (incl. respect of the children's right to privacy) and is coordinated and consistent with communication and messages pursuing advocacy objectives.

Requirements:

- University degree in social sciences (economy, marketing, management),
- Minimum 3 years of experience in management in direct sales,
- Experience in mass marketing channels,
- Innovative and creative person able to work both individually and as a part of a team,
- Strategic and analytical thinker with strong organizational skills,
- Excellent communication and presentation skills,
- Fluency in English,
- PC literacy (Excel, Word, PowerPoint),
- Driver's license: B category, active driver.

If you are confident that you meet the above stated requirements and you are interested in developing your career in a dynamic international environment, please follow this link to fill out an on-line application:

<http://my.gigroup.rs/jobs/>

Closing date: **26th December 2017**

Please note that only short-listed candidates will be contacted.

If you have any additional questions regarding the position, please contact us www.gigroup.rs

