



Hello from Friends-International

We're looking for an

INTERNATIONAL PARTNERSHIPS/ GRANTS COORDINATOR

Are you an expert in identifying and forming long-lasting funding partnerships with donors? Would you like to be leading our global fundraising activities whilst being based close to the field teams here in Southeast Asia?

If you answered 'yes' to any of the above, then you may just be the person we need.

WE ARE

Friends-International (FI), an award-winning NGO founded in Phnom Penh in 1994. Our vision is a world where every child, young person, and their caregivers are safe from harm and can access education, training and job opportunities to fulfil their potential as productive, functional citizens of their countries. Our multiple dynamic teams in Cambodia, Thailand, Laos, Indonesia, Myanmar and Europe, together with our partners, deliver innovative services for children, youth, their families and their communities. This is done through our Saving Lives, Building Futures and ChildSafe programs which cover a great variety of carefully integrated projects including child protection, migration, harm reduction, education, alternative care, vocational training, social businesses, employment, NGO networks and more!

THE ROLE

As an International Partnerships/Grants Coordinator, based in our HQ in Phnom Penh, you will be directly shaping and implementing our fundraising activities. As a member of the HQ management team, you'll work directly with the Executive Director, and Directors of FI Country Programs in Southeast Asia and Europe. You'll also be managing a growing team that currently consists of four Partnerships Officers. This is a strategic role for FI and it is ideal for someone excited by doing hands-on work to identify new funding leads, build relationships with a variety of donors (*corporates, foundations, UN, individuals*), prepare compelling proposals and implementing new fundraising initiatives.

Over the last few years, we've managed to grow our social impact as well as our income, despite the challenging environment, thanks to our innovative approach and the commitment of our teams. In the next few years, our ambitious goals include expansion of our programs across Southeast Asia and the development of our ChildSafe Alliance and the ChildSafe Movement globally. We're looking for an exciting professional who will work with us to make this happen!



Does this describe you?

- You are a dynamic fundraising leader, passionate about working for the protection and education marginalized children, youth and their families, with a proven track record in bringing in 6+ figure grants
- You have proven experience in managing a team to achieve ambitious funding targets
- You have superb skills writing proposals and tailoring them to various donors such as foundations, major donors, corporates and institutions
- You are comfortable with the more technical aspects of proposal development including log frames and budget development
- You are fluent in English (*proficiency in French would also be an advantage!*)

These would be examples of some of your daily responsibilities. Would you enjoy them?

- Working with our Founder and Executive Director on new strategies for engaging existing donors and improving our donor retention
- Being part of the Management team and collaborate in the design of the strategy of the organization
- Reviewing the latest proposal done by the Partnerships team, ensuring it is an accurate description of our Building Futures program and well-tailored to the donor
- Accompanying our Social Workers in the field to understand better the needs in a new outreach area and include it in the new proposal for the Saving Lives program
- Meeting program directors to understand their scaling plan for the program's next year's activities and the funding needs to achieve that
- Developing a volunteer engagement activity in collaboration with the HR team that will be implemented together with an important corporate donor
- Leading a meeting with our top management around the table to kick off a large proposal writing project which includes governments, multiple countries and our ChildSafe Alliance partners
- Preparing a basic training on 'Working with donors' which you will deliver to a group of growing fundraisers from FI and our partners
- And others.

Sounds good!? Great! Please email your CV with your Cover Letter and salary expectations now to hr@friends-international.org and let's talk more.

Friends team