

ROLE PURPOSE



Role Title: Regional Lead, Philanthropy and Advancement

Division: Public Affairs

Location: Hong Kong

Date: June 2025

Employment type: Full Time, Permanent

Reports to: Chief Representative – HK & ASEAN

Number of direct reports: N/A

Leadership Band: N/A

Purpose of the role:

The Fred Hollows Foundation is an award-winning International NGO working to end avoidable blindness in 25 countries around the world. The Foundation actively fundraises across four regions: Australia, Asia, Europe, and North with in-country teams delivering localised fundraising strategies in support of our global ambitions.

Today 1.1 billion people around the world are needlessly blind. If we do nothing, the next 30 years will see vision loss nearly double. To address this, The Fred Hollows Foundation is embarking on an ambitious and sector leading global fundraising Campaign, unlocking significant new resources to make a truly catalytic change in the battle against avoidable blindness around the world. Asia, as a center of wealth and leadership in strategic philanthropy, is an integral region for fundraising for the Campaign.

The Fred Hollows Foundation (HK) is looking for a self-motivated and highly efficient fundraising professional to lead the development of our major giving program in Hong Kong, working as part of both a global Campaign team and a local fundraising team.

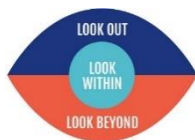
The Regional Lead, Philanthropy and Advancement will own the outcomes of:

- Strategy:** Develop and implement a major gifts strategy for and East Asia, and greater China including Hong Kong to grow revenue.
- Prospect development:** With the support of HQ resources, develop and execute activities to identify, cultivate, solicit and steward significant donors (including High Net Worth Individuals, Foundations, Corporates and intermediaries). Cultivate relationships with donors and create customised solicitation strategies, meeting the objectives of the organisation and interests of the prospective donors. Work with the Chief Representative - HK & ASEAN, the Head of Global Comprehensive Campaign, Board Members, the CEO and other key personnel to identify, cultivate, solicit and steward leadership gifts to the Campaign and facilitate peer-to-peer fundraising.
- Campaign success:** Work with the Campaign team to develop and localise the Campaign case for support and fundraising methodology in order to maximise giving from Hong Kong, greater China and East Asia.
- Development in a new market:** Network and raise awareness of The Foundation in Hong Kong, greater China and East Asia as emerging markets. Design and execute strategies to strengthen engagement with current stakeholders and new prospects while enhancing The Foundation's brand presence.
- Communications and events:** Develop marketing and pitch materials for use in major gift fundraising. Organise major donor stewardship and cultivation events.
- Corporate fundraising:** Lead the HK office's corporate fundraising program, soliciting not just Campaign gifts, but also sponsorship in support of HK initiatives such as the Humanity Award and the World Sight Day campaign.
- Global collaboration:** Collaborate with colleagues on local and global initiatives as appropriate. Liaise with the Regional Philanthropy Manager (Singapore) and other Foundation fundraising offices to share innovations and best practices and, where needed, provide support. Interface with program colleagues around the world to meet funder demands and organisational fundraising needs.

Our Capabilities:

As a member of The Foundation Family you will:

- Live by the values of The Foundation and support The Foundation's culture, performance and brand.
- Adhere to all The Foundation's policies and procedures.
- Strengthen the health, safety and well-being of all/look out for the well-being.



Essential Experience:

- Minimum seven years fundraising experience.
- Minimum seven years relationship management and/or sales experience.
- Strong understanding of the philanthropic landscape in Hong Kong and greater China and associated trends.
- Demonstrated experience building long term relationships to deliver growth against targets.
- Experience in asking for and closing gifts of HKD 250,000 and above.

<p>4. Lead, collaborate and contribute in all interactions.</p>	<ul style="list-style-type: none"> • Experience working with cross-functional teams. • Budget management experience within a not-for-profit environment or other relevant environment. • Experience briefing and working with C-suite.
<p>Skills:</p> <ul style="list-style-type: none"> • High-level understanding of major donor needs, aspirations, and challenges. • Excellent written and verbal communication skills, including persuasion and negotiating abilities, effective listening, diplomacy and tact. • Excellent interpersonal skills with the ability to manage a wide variety of diverse relationships utilising a collaborative approach to communication. • Ability to lead through times of change and be flexible in the face of changing priorities. • Innovative, analytical and strategic minded, with project management skills. • Strong time management skills, ability to multi-task and meet deadlines. • Ability to absorb technical information and disseminate such material in a compelling and digestible way for lay audiences. • Fluency in both Cantonese and English (written English and Chinese must be as strong as verbal skills). 	<p>Desirable Experience:</p> <ul style="list-style-type: none"> • Experience in international development and NFP sector • Understanding of the impact investment space • Events management experience • Administration and management of NFP experience • Working knowledge of CRMs
<p>Qualifications:</p> <p>Tertiary degree qualifications in relevant field or similar work experience</p> <p>Travel:</p> <p>Travel will be required primarily between Hong Kong, Singapore and mainland China and occasionally to accompany donors to field locations.</p> <p>This role purpose defines the broad accountabilities of the positions, which may change based on organisational need. Please refer to the divisional, team and individual work plans for more specific details</p>	<p>The position involves:</p> <p>This position is recognised as having “Contact with Children” either direct or indirect</p> <p>This position does involve working with beneficiaries, donors and/or partners.</p> <p>Additional Responsibility:</p> <p>Ensure that the work for which they are responsible is carried out in ways which safeguard the health and safety of workers.</p> <p>To work in The Foundation, you will:</p> <ul style="list-style-type: none"> • Be eligible to work in Hong Kong • Undergo background check including criminal records and qualifications check • Undergo working with children check for positions that are identified as working with children