



MAJOR GIFTS OFFICER (UK-Based Independent Contractor)

Location: Remote, UK-based

Contract: Independent contractor agreement

Initial contract period: 12 months

Contract fee: £33,000–£35,000 for the 12-month contract period, dependent on experience and agreed scope of services

About Soi Dog Foundation

Soi Dog Foundation is one of Asia's leading animal welfare organisations, dedicated to improving the welfare of stray dogs and cats.

Based in Phuket, Thailand, our mission is to improve the welfare of dogs and cats in Asia, resulting in better lives for both animal and human communities, to create a society without homeless animals, and ultimately to end animal cruelty.

Our values are passion, compassion, honesty and transparency.

The Opportunity

Soi Dog Foundation is seeking an experienced **UK-based independent contractor** to provide specialist major-gifts fundraising services and deliver an agreed programme of donor stewardship, communications and fundraising activity.

Working independently while collaborating closely with Soi Dog's Philanthropy & Partnerships team and relevant colleagues internationally, the contractor will help strengthen relationships with major donors, develop compelling donor communications and deliver agreed fundraising and stewardship projects.

The contractor will also steward an agreed portfolio of major donors, including supporters contributing between \$1,000 and \$9,999

Scope of Services and Key Deliverables

The agreed scope of services is expected to include:

- Developing and maintaining segmented major-donor journeys, using audience insight and performance data to inform communications.
- Developing and delivering agreed major-donor appeals, including support for Soi Dog's end-of-year appeal.
- Creating engaging stewardship communications that demonstrate the impact of donor support and encourage continued engagement.
- Managing and stewarding an agreed portfolio of major donors contributing between \$1,000 and \$9,999.

- Developing individual stewardship plans for prospective and existing donors, including appropriate next steps and tailored engagement.
- Building relationships with major donors through appropriate personal contact, including telephone conversations, written correspondence and meetings.
- Conducting post-campaign analysis, using engagement, response and income data to identify opportunities to strengthen donor engagement and fundraising outcomes.
- Supporting the development of agreed cases for support and capital-fundraising initiatives.
- Producing agreed correspondence, proposals, event collateral, impact reporting and other major-donor communications.
- Supporting the development and launch of Soi Dog's planned high-value giving club in 2027.
- Maintaining accurate records of relevant major-donor activity within the CRM and ensuring agreed pipeline information is kept up to date.
- Identifying appropriate opportunities for major donors to engage more deeply with Soi Dog's work through programme information, access to relevant staff expertise and behind-the-scenes updates.

Experience and Skills

We are looking for an experienced fundraising professional with:

- Demonstrable experience creating compelling, revenue-generating appeals and stewardship communications for a non-profit organisation.
- Experience building, developing and stewarding donor relationships.
- Experience soliciting gifts at the \$1,000+ level.
- Strong copywriting skills and the ability to produce compelling, audience-focused donor communications.
- Experience developing personalised donor communications and stewardship approaches.
- Strong interpersonal, written and verbal communication skills.
- Excellent organisational and project management skills.
- The ability to manage agreed projects and deliverables independently.
- Strong analytical skills and the ability to use campaign performance and engagement data to inform future activity.
- The ability to manage competing priorities and deliver agreed outcomes.
- Excellent native or fluent written and spoken English.
- Creativity, flexibility and a structured, proactive approach to work.
- A genuine commitment to animal welfare and Soi Dog Foundation's mission.
- Experience with Mailchimp and Raiser's Edge NXT would be advantageous.

Contract Arrangement

This opportunity is offered on a UK-based independent contractor basis for an initial 12-month period.

Contract fee: £33,000–£35,000 for the 12-month contract period, depending on experience and the final agreed scope of services.

The successful contractor will provide services under an agreed scope of work and deliverables and must be appropriately established to provide independent professional services in the UK.

The engagement will be governed by a written independent contractor agreement setting out the full contractual terms.

The contractor's primary Soi Dog contact will be the Philanthropy & Partnerships Manager

Occasional international travel may be required in connection with agreed projects.

How to Apply

Please send your CV and a cover letter outlining your relevant experience and suitability for this opportunity to **hr@soidog.org**.

Shortlisted candidates will be contacted by email

If you have any questions about the role prior to applying, please contact Jodie Thompson, Philanthropy & Partnerships Manager, at jodie@soidog.org