

Olha Sokolova, Vice-Director/Fundraising manager for SoftServe corporate Charity Fund 'Open Eyes'

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LINKS [my personal IG](#) , [Website of CO "Perspectiva 21.3"](#)

PROFILE

Results-driven and passionate professional with a Master's Degree in Charity Management from St. Mary's University, London. Adept at leading communication and fundraising efforts in the nonprofit sector with a proven track record of driving organisational growth and achieving tangible impact.

Recognised expertise in developing and implementing strategic communication plans that have resulted in a 150% increase in the Charitable organization's brand awareness and stakeholder engagement. Demonstrated success in raising over \$129 000 in annual donations through targeted fundraising campaigns and initiatives. Skilled in building and nurturing relationships with major donors, corporate sponsors, and community partners, resulting in a double increase in financial support.

Worked with corporate partners such as Auchan, Radisson Blue Hotel Kyiv Podil, Goodman Steak House, European Business Association, and European Bank of Reconstruction and Development. Strong leadership abilities, fostering a perspective corporate culture that combines exceptional service with love and respect.

Committed to delivering measurable results and making a meaningful difference in diversity, equity, and inclusion, charitable global giving, and community volunteering.

EMPLOYMENT HISTORY

Jun 2020

HEAD OF COMMUNICATION AND FUNDRAISING DEPARTMENT, CO "Perspectiva 21.3"

Kyiv, Ukraine

- Established, led and expanded the communication and fundraising department of a charitable organization focused on creating perspectives for individuals with disabilities (Down Syndrome, autism, learning difficulties).
- Developed and implemented comprehensive communication strategies, resulting in a 150% increase in brand awareness and engagement.
- Successfully raised over \$129 000 in annual donations through targeted fundraising campaigns and initiatives. Biggest a one-time donation is 100 000 Euro from European Bank of Reconstruction and Development.
- Oversaw the planning and execution of high-impact charitable events, including fundraisers, galas, and community engagement programs.
- Built and nurtured relationships with major donors, corporate sponsors, and community partners, resulting in 120% increase in financial support.
- Mentored and developed a team of 12 professionals, fostering a collaborative and results-driven work culture.

Sep 2016 — Jun 2020

PROJECT MANAGER, SEN TEACHER, NGO 'UKRAINIAN DOWN SYNDROME', PROJECT "PERSPECTIVA 21.3"

Kyiv, Ukraine

- Managed project and served as a senior teacher, delivering social and emotional learning (SEL) and history education to individuals with Down syndrome, autism, and learning difficulties.
- Developed and implemented an innovative curriculum of social and emotional learning, which brings an improvement in students' academic performance and personal development.
- Coordinated and supervised a team of 9 teachers and support staff, ensuring high-quality education and care for students.
- Increased online presence and engagement through strategic social media campaigns, resulting in 200% growth in online followers and supporters.
- Collaborated with local schools and educational institutions to promote inclusive education and raise awareness about Down syndrome and people with learning disabilities.

Sep 2015 — Sep 2016

ERASMUS VOLUNTARY SERVICE VOLUNTEER , AKTION SÜHNEZEICHEN FRIEDENSDIENSTE (ASF), MALTAŃSKIE CENTRUM POMOCY NIEPEŁNOSPRAWNYM DZIECIOM.

Kraków, Poland

- Assisted in a special kindergarten, providing compassionate support and personalized care to children with disabilities.
- Facilitated therapy sessions using the 3i method, significantly improving the emotional well-being and social skills of the children.

- Played a vital role in organizing events and fundraising activities, resulting in a visible increase in community participation and support.
- Collaborated with a multidisciplinary team to develop individualized education plans, ensuring each child received tailored support.

Sep 2014 — Sep 2015

ASSISTANT IN THE LABORATORY OF MATHEMATICAL METHODS IN HISTORICAL RESEARCH, KHARKIV NATIONAL UNIVERSITY

Kharkiv

- Management of the students projects; Support in research (especially mathematical part of data analysis of historical narratives); Providing web-site and accounts in social media of the Faculty of History.
- Here is my data-driven mindset and research-based actions were born.

Sep 2011 — May 2014

HISTORY TEACHER, PUBLIC SCHOOL

Alchevs'k

EDUCATION

Sep 2022 — Sep 2023

Master's Degree in Charity Management, St. Mary's University

London

Sep 2007 — Jun 2013

MASTER'S DEGREE, Karazin Kharkiv National University

Kharkiv

History Historian, teacher of socio-political disciplines Field(s) of study History

Dissertation topic: Formation of Soviet mindset through school's books of history.

May 2015

CERTIFICATE PROGRAM IN AREA OF NON DIRECTIVE METHODS OF PSYCHOTHERAPY FOR CHILDREN WITH AUTISM , Maltese Center for Early Intervention

Kraków

Oct 2016

CERTIFICATES FROM ZML 'DERANK' (BARENDRECHT) AND 'PIETER ZANDT SCHOLENGEMEEN' (KAMPEN) , Internship in area of special education

The Netherlands

Aug 2017

CERTIFICATE IN 'UNDERSTANDING AUTISM' , ICEP Europe (Institute of Child Education and Psychology)

Kildare

Oct 2017

CERTIFICATE IN ADVANCED SKILLS FOR CLASSROOM MANAGEMENT, ICEP Europe (Institute of Child Education and Psychology)

Kildare

Jan 2019 — Jun 2019

CERTIFICATE IN "CHARITY ORGANISATIONS MANAGEMENT", UCU (Ukrainian Catholic university)

Lviv

SKILLS

- Leadership and Management: Successfully led and expanded teams, mentored professionals, and fostered a collaborative work culture.
- Marketing and Communication: Developed and implemented comprehensive strategies, resulting in increased brand awareness and engagement.
- Fundraising and Donor Relations: Raised substantial funds through targeted campaigns, built strong relationships with donors and sponsors.
- Special Education: Expertise in delivering inclusive education, implementing innovative teaching methods, and creating personalized support.
- Events Management and Planning: Organized high-impact events, galas, and fundraisers, increasing community participation and support.
- Team Development: Mentored and developed teams to achieve outstanding results and maintain high standards.

LANGUAGES

Ukrainian

Native speaker

Polish

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REFERENCES