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Date of birth: October 19, 1977

Viktor Galkin

**Experienced grant manager** and **fundraiser** with a proven track record of securing grants from various international donors.
Skilled in **fundraising strategy development**, **grant proposal writing**, **team leading** and **project management**.

# Education

## 2014

**Ukrainian Catholic University** (DANIDA/NIRAS project) *Management of Media Organizations*

## 2007 — 2008

#### Center of Philanthropy (NGO)

*Certificate in Fundraising (recognized by European Fundraising Association)*

## 2002 — 2003

**National Academy of Sciences /**

**Institute of Sociology, High School of**

**Sociology**

*Certificate in Practical Sociological Researches*

## 1999 — 2002

**National University of “Kyiv-Mohyla Academy”** *Master’s Diploma in*

*Social Work*

## 1994 — 1999

#### I. Franko Lviv State

**University, Lviv, Ukraine** *Specialist Diploma in Applied Mathematics*

# Skills and Expertise

## Fundraising:

* Development of fundraising strategies
* Team recruiting, training and supervising
* Grant proposal writing (full cycle)
* Donors’ database management
* Collaboration with various international and national organizations such as USAID, Organization for Security and Cooperation in Europe (**OSCE**), United Nations, etc.

## Project Management:

* Successful development and implementation of grant projects
* Team coordination, empowerment and leadership
* Tendering and procurement management
* Monitoring, evaluation and reporting on project implementation

## Communication and Public Relations:

* Interaction with donors and partners
* Problem-solving and anti-crisis communication
* Basics in communication with media and the public
* Finding creative ideas for communications (in synergy with agencies)

## Analysis and Planning:

* Needs and opportunities analysis
* Gannt-chart and Logical Frame (Theory of Changes) planning
* Development of fundraising and project implementation strategies
* Financial planning and budgeting

## Educational Programs and Training:

* Development of educational programs
* Conducting training sessions and workshops
* Training and consulting for representatives of civil society organizations
* Capacity building (Institutional development) using modern tools (Theory of Participation, etc.)

## Language Skills:

* Fluent in Ukrainian
* Proficient in English (B2/C1)
* Conversational German (B1)

# Work Experience

Oct 2008 – Present **Freelance Expert and Trainer** Project Management, Grant Writing

Major clients: Nova Kraina Civil Platform, RC GURT, CSO “Spilnobachennia”, Kyiv-Mohyla Academy, Plast-NSOU, Kyiv School of Economics, Institute for Professional Fundraising, Lviv Press Club, CSO Telekritika

### July 2022 – Oct 2024

#### CSO Fight For Right

Grant manager, Fundraiser

* Led Fundraising processes
* Raised over $3,000,000

### Feb 2022 – June 2022

#### Public Association

**“Reanimation Package of Reforms Coalition”**

Fundraiser and Development Manager

* Developed fundraising strategy draft
* Maintained donor database
* Successfully proceeded 2 grant proposals

### June 2019 – Jan 2022

#### Ukrainian Red Cross Society

Coordinator of Resource Mobilization Department

* Created and implemented fundraising strategy
* Hired and trained resource mobilization team (5 persons)
* Managed tender-based procurement and logistics, launching cornerstone projects
* Operated diversified fundraising channels, raising over

$800,000

### Dec 2014 – Dec 2018

#### Charitable Foundation “Happy and Healthy Childhood”

Project Coordinator, Grant Manager (Part-time)

### Oct 2016 – Sept 2017

#### Charity Fund “From Country to Ukraine”

Fundraiser Lead-Link, Grant Writer

### July 2015 – Aug 2016

#### NGO “Mediawatch”

Project Manager, Grant Manager

### June 2011 – Oct 2014

#### NGO “Telekritika”

Program Director, Grant Manager

March 2010 – Dec 2011 **NGO “In Child’s Palms”** Grant Manager, Fundraiser

### Oct 2009 – Dec 2010

#### NGO “Innovative Ways of Social Inclusion for Homeless People”

Regional Coordinator

### June 2008 – Oct 2008

#### Charitable Foundation of “Edinstvennaya” Magazine

Fundraiser

### Oct 2006 – May 2008

#### International Charitable Foundation “Heifer Project International”

Grant Manager, Fundraiser, PR Manager

### Feb 2007 – April 2007

#### Facilitating Reform of Social Services in Ukraine

Social Work Advisor, Expert

### Apr 2006 – Sept 2006

#### Ukrainian Diabetes Federation (International NGO)

Project Director (Short-term)

### Jan 2003 — Mar 2006

#### Ednannia: Initiative Center to Support Social Action

Grant Manager, Communication Manager

### June 2004 – Aug 2004

#### NGO Development in Kyiv and Selected Regions of Ukraine, TACIS Project

Local Expert on Monitoring of Socially Oriented Micro Projects

### July 2002 — Dec 2002

#### Ukrainian Institute for Social Researches

Trainer, Designer of Methodical Programs

### Nov 2001 — Mar 2003

#### National University of “Kiev-Mohyla Academy”

Consultant of Social-Psychological Services

### Aug 2001 — May 2002

#### Special school #16 of foreign languages

Teacher of informatics

### Nov 1997 — Sep 1999

#### Lviv Telephone of Confidence “058” (Local NGO)

Assistant, consultant in the hotline service

### Dec 1998 — Feb 1999

#### Lviv Region Government Administration

Software specialist