

Education

- MBA (Marketing, Sales, Rural Management, Social Entrepreneurship, or related field) preferred
- Graduate in Business, Commerce, Marketing, Management, or related discipline

Role Purpose

Drive fundraising and resource mobilization initiatives by building strategic partnerships with corporates, CSR teams, foundations, trusts, HNIs, and institutional donors. The role will be responsible for achieving fundraising targets, strengthening donor relationships, developing funding proposals, and supporting the Foundation's long-term sustainability.

Key Responsibilities

Fundraising & Resource Mobilization

- Develop and execute fundraising strategies to achieve annual funding targets.
- Identify and secure funding through CSR partnerships, grants, institutional donors, foundations, trusts, and individual philanthropists.
- Build and maintain a robust fundraising pipeline.
- Prepare compelling proposals, concept notes, presentations, and funding applications.
- Support grant negotiations and partnership agreements.

Corporate & CSR Partnerships

- Identify and engage prospective corporate partners for CSR collaborations.
- Build long-term relationships with CSR Heads, CXOs, corporate foundations, and donor organizations.
- Represent the Foundation at CSR forums, conferences, networking events, and stakeholder meetings.
- Explore multi-year partnerships for sustainable funding.

Donor Relationship Management

- Ensure excellent donor stewardship through regular engagement and reporting.
- Coordinate impact reports, utilization reports, and communication updates for donors.
- Maintain donor databases and relationship management systems.
- Ensure high donor retention and repeat funding.

Business Development

- Identify new fundraising opportunities aligned with the Foundation's mission.
- Track CSR budgets, government initiatives, and grant opportunities.
- Develop strategic alliances with NGOs, institutions, and ecosystem partners.
- Contribute to expanding the Foundation's funding portfolio across sectors and geographies.

Internal Collaboration

- Work closely with Program, Finance, Communications, and Leadership teams to develop funding proposals and project budgets.

- Ensure timely submission of donor reports and compliance documentation.
- Support program teams during donor visits and project reviews.

Key Performance Indicators (KPIs)

- Annual Funds Raised
- Number of New CSR Partnerships
- Institutional Grants Secured
- Donor Retention Rate
- Proposal Conversion Ratio
- Strategic Partnerships Established
- Repeat Funding from Existing Donors
- Pipeline Value and Forecast Accuracy

Ideal Candidate

- **Manager:** 5–8 years of experience in fundraising, CSR partnerships, business development, or institutional fundraising.
- **Senior Manager:** 8–12 years of relevant experience with demonstrated success in managing large fundraising portfolios.
- Proven track record of achieving fundraising targets.
- Strong network across corporate CSR teams, foundations, trusts, and development organizations.
- Experience in proposal writing, donor engagement, and partnership management.
- Excellent communication, negotiation, and presentation skills.
- Willingness to travel for client meetings and partnership development.

Core Competencies

- Fundraising Strategy
- CSR Partnerships
- Corporate Relations
- Proposal & Grant Writing
- Business Development
- Stakeholder Management
- Negotiation & Relationship Building
- Communication & Presentation Skills
- CRM & Pipeline Management
- Strategic Thinking
- Results Orientation

Primary Mandate

Build a sustainable fundraising pipeline by securing CSR partnerships, corporate grants, and strategic donor relationships that enable the Foundation to expand its social impact and achieve long-term financial sustainability. This aligns with the Foundation's focus on expanding partnerships, securing sustainable funding, and strengthening organizational impact described in the source JD.