

## **BUSINESS DEVELOPMENT HEAD**

**Location: Kolkata**

### **Key Responsibilities:**

- Develop and articulate a clear vision, mission, and strategic plan for the organization in collaboration with key stakeholders.
- Lead the implementation of strategic initiatives, programs, and projects to advance the organization's goals and objectives.
- Research and identify potential funding sources/opportunities, including grants, corporate sponsorships, individual donors, and government funding opportunities.
- Monitor funding trends and developments in the philanthropic sector to stay informed about new opportunities.
- Strategic plans to create opportunities and liaising for funds with UN, Institution, Govt, PSU, Corps etc
- Develop and implement strategies to diversify and increase revenue streams, including fundraising campaigns, grant writing, corporate partnerships, individual donations, online campaigns, and social enterprises.
- Identify and engage with new potential donors and partners, including corporations, foundations, and government agencies.
- Cultivate and maintain relationships with donors, sponsors, partners, funding agencies and stakeholders to ensure ongoing support and engagement.
- Lead Nurturing through information sharing, consistent follow-up of prospects, value creation and final conversion
- Represent the organization externally and build strong relationships with government agencies, NGOs, community organizations, and other stakeholders.
- Advocate for policies and practices that advance the organization's mission and address key issues affecting our target beneficiaries.
- Collaborate with other NGOs, government agencies, and community organizations to explore potential partnership opportunities and collaborations.

- Corporate Employee Engagement through Corporate volunteering
- Strategic partnership, collaboration, Tie-ups. with UN, Institutions, corporates, INGOs, NGOs etc
- Negotiate and manage partnership agreements and MOUs to formalize relationships and ensure alignment of objectives.
- Explore innovative funding models and revenue-generating activities to enhance financial sustainability.
- Business projection for both Top line & Bottom-line
- Writing project/grant proposals
- Apply for Awards and write proposal
- Provide overall leadership and direction to staff, volunteers, and partners, fostering a culture of collaboration, innovation, and excellence.
- Managing lead generation through CRM app & Process management
- Provide regular updates, reports, and recommendations to the board on organizational performance, opportunities, and challenges.

#### **Why Join Us:**

- **Meaningful Impact:** Be part of a team dedicated to creating positive change and making a real difference in society.
- **Strategic Leadership:** Lead strategic initiatives that have a direct impact on our organization's growth and success.
- **Innovation:** Work in a dynamic and collaborative environment where innovation and creativity are valued.
- **Professional Growth:** Grow and develop professionally in a supportive and inclusive work culture.
- **Community:** Join a passionate community of like-minded individuals who are committed to creating a brighter future for all.

#### **Qualifications:**

- Bachelor's or Master's degree in Social Work, Business Administration, Marketing, or related field.
- Minimum of 5 years of experience in business development, project management, or related roles, preferably in the nonprofit sector.
- Strong strategic thinking and planning skills, with the ability to drive initiatives from concept to execution.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with diverse stakeholders.
- Proven track record of successful project management and business development initiatives.
- Passion for social impact and a genuine desire to contribute to positive change in society.

#### **How To Apply**

Interested candidates can share their updated cv at [contact@pmspl.net.in](mailto:contact@pmspl.net.in) mentioning the name of the position in the subject line.