

JOB SPECIFICATION: Associate Director / Director - Fundraising

Department: Fundraising

Immediate Superior: Founder & Chief Executive

1. Context	Fundraising
2. Organogram	Founder & Chief Executive Associate Director / Director - Fundraising Director
3. Key Objectives of the Job	Lead end-to-end fundraising for organization
4. Major Deliverables	The major responsibilities are: <ol style="list-style-type: none">1. Develop and implement a Fundraising strategy that will ensure growth and sustainability of the organisation.2. Tap into existing networks and build new networks to increase organization's visibility amongst philanthropists, corporates, trusts and foundations (Indian + International); identify & develop new donors and maximize fundraising opportunities.3. Identify and implement innovative fundraising strategies.4. Raise INR 18-20 crore per year.5. Manage all funder relationships independently and manage funder reporting.6. Undertake research and be aware of trends in child protection and fundraising (Indian + International).7. Contribute to sector-level initiatives to enhance fundraising for non-profits such as organization.8. Build the team and their capacity.
5. Job Challenge	Raising funds for a complex and unacknowledged issue such as child sexual abuse
6. Specialized job competencies	<ul style="list-style-type: none">• Excellent verbal and written communication and presentation skills• Numerical proficiency and a flair for budgets• Perseverance and patience• An eye for detail
7. Educational Qualification	MBA/PGDBM/MS
8. Desired Experience	<ul style="list-style-type: none">• 15-18 years of experience in a senior leadership role• Should have experience in raising funds for the development sector from Indian and International funders

	<ul style="list-style-type: none"> • Business development experience in the management consulting space/ industry will be valued
9. Other desired attributes	<ul style="list-style-type: none"> • Ability to work in a small team; good inter-personal skills; ability to handle high pressure situations • Strong project management skills, with a track record of successful execution of organizational/ department strategy • Demonstrated skills of building and leading a team.
10. Location	Mumbai; local and international travel, as needed
11. Salary range	25 lakhs plus depending on qualification and years of experience

Interested candidates can share their updated cv on contact@pmspl.net.in mentioning the name of the position in the subject line.