

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 organization.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

How To Apply

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