

Position: Sr. Manager/Manager- Institutional Partnerships
Functional Area: Resources
Location: New Delhi
Experience: 8-10 years
Reporting: Head- Empowering Grassroots

About The Organization:

The Organization works for the welfare of underprivileged children and their families through intensive programmes focused on education, healthcare, skilling and women empowerment and Empowering Grassroots. Started in 2002 by a group of young corporate professionals, today Organization has evolved into a national level development organization impacting lives of over 1.5 million underprivileged children and their families with project presence in 25 states across India, 10 offices in strategic locations and over 650 employees, besides countless volunteers, well-wishers and supporters.

The organization also holds Special Consultative Status with United Nation's Economic & Social Council (ECOSOC), accredited with global organizations like GuideStar, United Way, CAF America, Give2Asia and many more. Furthermore, continuously for past three years The Organization is a Great Place to Work © Certified organization and is considered 'Gold Standard' in identifying and recognizing Great Workplace Cultures.

Currently SF has been implementing projects worth Rs 80 Crore across India directly or with the help of grassroot organizations, primarily CSR funded projects of varied scale both in urban slums and rural areas including aspirational districts in thematic areas mentioned above. The wealth of knowledge emanated from the same is immense, however the same is grouped in systematic manner which can be used for pitching for large projects of long term in nature leading to data driven knowledge products which can be further used in creating large scale impact.

About the Role

Sr. Manager/Manager- Institutional Partnerships would be responsible for developing and managing the implementation of an overall fundraising strategy and plan which includes a diverse range of funding streams. Managing business development activities, significantly contributing to the development of new programme partnerships and funding opportunities.

Key Responsibilities

- Responsible for the business development/fundraising for the programs from corporate, Institutional donors & Foundations.
- Develop and manage positive and constructive relationships with potential funders and internal and external stakeholders, including meeting stakeholders and funders on own or with programme staff.
- Successful grant management by ensuring donor due diligence, donor engagement and submission of high-quality reports.
- Identify and track funding prospects as they arise and maintain the appropriate tracking tools
- Play a key role in the development and maintenance of database of potential funders and partners for business development.
- Develop and support new and current partnership engagements including identifying and building relationships with prospective collaborative partners on RFPs.
- Oversee and support the development of concept notes and proposals as appropriate in liaison with Programme teams.
- Develop and maintain key resources to support proposals including standing documents, databases of activity costs and other relevant policies.
- Represent Organization at various events and networking forums.
- Maintain and update knowledge of the programs and service offerings with good evidential detailing and developing periodic project briefs of the project for wider sharing.
- Develop Annual Business Plan and ensure its achievement.

Skills, Qualification & Experience

- Post-graduate qualification in Business Development /Management with demonstrable experience of fundraising.
- Demonstrated success of a minimum of 8 to 10 years in Fundraising with Corporates/Institutional Donors.
- Knowledge and experience with large institutional donors (e.g. World Bank USAID, EU, DFID, SIDA)
- Strong proven ability in the proposal development process and financial proposals.
- Excellent writing skills to formulate fundraising strategies, Logical Framework and Theory of Change.
- Should be open for travel

Competencies

- **Persuasive Communication:** Strong written and verbal communication skills. When writing or speaking comes across as persuasive, credible, and polished with excellent interpersonal skills.
- **Creates External Strategic Alliances:** Develops and uses collaborative relationships to facilitate the accomplishment of work goals.
- **Contributes to Team Performance:** Is an engaged and integral member of a group, recognizing the need for group collaboration, empathy, consensual decision-making and respect for others.
- **Negotiation:** Effectively exploring alternatives and positions to reach outcomes that gain the support and acceptance of all parties.
- **Creates Internal Partnerships:** Works to achieve business goals by identifying and building strategic relationships between areas, teams, departments, units, and organizations.

- **Effective Presentations:** Effectively presents ideas (including nonverbal communication and use of visual aids) to individuals or groups when given time to prepare; delivers presentations that are adapted to the specific needs and characteristics of the audience.
- **Decision Making:** Identifying and understanding issues, problems, and opportunities; comparing data from different sources to draw conclusions; using effective approaches for choosing a course of action or developing appropriate solutions; taking action that is consistent with available facts, constraints, and probable consequences.

Interested candidates please share your CV at:

contact@pmspl.net.in