

Job Description – Head Resource Mobilisation

Designation	Head Resource Mobilization
Department	Purpose and Resource Mobilisation
Location	Mumbai
Employment Type	Renewable Full Time Employment Contract
Report to	Director Purpose and Resource Mobilisation
Positions reporting to this role	

Organization Background

Established in 2007, Educate Girls' is a non-profit that focusses on mobilising communities for girls' education in India's rural and educationally backward areas.

Strongly aligned with the 'Right to Education Act' or the 'Samagra Siksha', Educate Girls is committed to the Government's vision to improve access to primary education for children, especially young girls.

For further details about organization please visit www.educategirls.ngo

Our Values

Gender Equality	Being able to treat people equally irrespective of gender
Integrity	Possess the ability to “know and do” what is right
Excellence	Being outstanding or extremely good, striving to lead by performance excellence
Collaboration	Working effectively and inclusively with a range of people both within and outside of the organization
Empathy	Being able to understand and share the feelings of another and use that understanding to guide our actions

Our Competencies

Strategic Thinking – Think big yet act focused	Taking Ownership – Feel responsible & accountable	Analytical Thinking – Stay true to your data
Developing Talent – Growing and taking people together	Ensuring Alignment – Think differently but work together	

Job Profile

Over the years, Educate Girls has enjoyed the support of some incredible (domestic and international) institutional funders including Foundations, Trusts, Venture Philanthropies, Impact Investors, and Corporations. Between 2019 and 2024, our audacious goal is to solve almost 40% of India's out-of-school girl problem by bringing up to 1.5 million out-of-school girls back to school by 2024. We aim to establish our presence across 35,000 villages in India's 4 most populous states (Rajasthan, Madhya Pradesh, Uttar Pradesh and Bihar) and benefit 15 million children cumulatively. Promoting the vision, ensuring sustainable funding through diversifying & expanding funding partnerships is the key to achieve this ambitious goal!

Areas of Responsibility

- **Strategy:** Be in charge of developing and implementing our fundraising strategy, which is a combination of domestic and international funders
- **Fundraise:** Ensure a diversified, secure and sustainable funding base for Educate Girls in the coming years with a special focus on donor stewardship and innovation;
- **Engagement:** Cultivate and steward relationships with senior leaders across the development funding fraternity;
- **Leadership:** Supervise and mentor the team in reaching out to potential donors, in writing and in presenting high quality funding proposals and ensure satisfactory donor relationship management;
- **Ownership:** Have a high degree of accountability for areas of activity which will have significant long-term impact on the achievement of EG's goals.

Education Background

Work Experience

- 15 years of experience with a demonstrable track in fundraising/revenue generation, marketing/sales strategy, business development, relationship management.
- Experience of fundraising more than INR 20 cr per annum through large sustainable partnerships with Corporates and Foundations.
- Substantial experience in a leadership role, having built, inspired and managed cross functional teams leading them to success

Skills Set

- A strategic thinker, an effective communicator, a relationship builder and a strong leader.
- The incumbent must bring in strong analytic, strategic planning, business development and technology skills.

"Educate Girls is committed to achieving 50/50 gender balance in its staff. Female candidates are strongly encouraged to apply for this position."