

Job Description – Head Institutional & Private Philanthropy

Designation	Head Institutional & Private Philanthropy
Department	Purpose & Resource Mobilization
Location	Mumbai (Head Office)
Employment Type	Renewable Full Time Employment Contract
Report to	Director - Purpose & Resource Mobilization

Organization Background

Established in 2007, Educate Girls' is a non-profit that focusses on mobilizing 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

Background of the role:

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 2025, 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 2025. 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. We are also in the process of building one of the largest second-chance programmers for adolescent girls and young women. We are looking at touching 10 million lives in the next 10 years. Ensuring sustainable funding through diversifying & expanding funding partnerships is the key to achieving this ambitious goal! We are

currently looking to expand our institutional and private philanthropy fundraising portfolio to support this enormous goal.

The role:

As the Head of Institutional and Private Philanthropy Partnerships, you will be responsible for developing and executing our institutional and UHNI partnerships strategy to drive revenue growth, enhance brand visibility, and foster strategic alliances. You will be forging strong relationships with key institutional and UHNI partners in India, Europe, Asia Pacific, Middle East and Australia and creating mutually beneficial partnerships that align with our organizations mission and values. We are looking for a development professional with a strong understanding of programmers and good at building relationships who would want to do significant work and make a large-scale impact by co- building one of the largest educational initiatives for girls in the country. This role demands day-to-day working relationships with the founder, CEO and other senior management team members and other global fundraising teams and organizations.

Areas of Responsibility:

- **Strategy:** Lead Educate Girls’ Institutional and UHNI relationship strategy that places a priority on the acquisition of new relationships to achieve its 10-year mission.
- **Program articulation:** Deeply understand Educate Girl’s program strategy and effectively articulate the same to different institutional and UHNI donor segments.
- **Partnerships:** Secure and sustain institutional and UHNI funding base for Educate Girls in the coming years with a special focus on donor stewardship and innovation. Test and experiment with new and unconventional channels and partnership approaches.
- **Engagement:** Cultivate and steward relationships with senior leaders in the institutional and private philanthropy space.
- **Ownership:** Have a high degree of accountability for areas of activity which will have a significant long-term impact on the achievement of EG’s goals.

Apply if you have:

- Passion for the cause of Educate Girls and see yourself ardently sharing its stories with potential partners.
- Done institutional or UHNI partnerships at an individual level in the past.
- 8 to 15 years of experience with a demonstrable track record in fundraising/revenue generation and institutional UHNI partnership management.
- Ability to influence, build consensus and manage multiple internal and external stakeholders at different levels, cultural and social backgrounds.
- Experience in building and sustaining large sustainable partnerships (from 80 to 100 cr annual cash flow) with institutions for a leading non-profit organization.

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- Substantial experience or understanding of programmer design, theory of change, proposal design, and excellent development sector writing skills.
 - Excellent verbal communication skills, with the ability to engage and inspire donors and Supporters.
 - Exceptional relationship-building and networking skills.
 - Creative thinking and problem-solving abilities

Note: We are happy to review candidates who do not have prior experience in fundraising but have excellent relationship-building/wealth-management skills. This role involves both domestic and international travel.

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