

## Job Description – Manager / Sr. Manager - Fundraiser for Corporate Partnerships

<b>Designation</b>	Manager / Sr. Manager - Fundraiser for Corporate Partnerships
<b>Department</b>	Purpose & Resource Mobilization
<b>Employment Type</b>	Renewable Full Time Employment Contract
<b>Report to</b>	Head Corporate Partnerships

### 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](http://www.educategirls.ngo)

### Our Values

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

### Our Competencies

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

### Job Description:

As the Manager / Sr. Manager for Corporate Partnerships Fundraising, you will play a crucial role in advancing our mission by establishing and nurturing partnerships with corporates. Your primary responsibility will be to secure CSR funding support and other resources from corporate partners. You will work closely with our leadership team to create and implement fundraising strategies that align with our mission and objectives.

## **Areas of Responsibility**

### **1. Corporate Partnership Development:**

- Identify and research potential corporate donors whose values align with our organizations mission.
- Develop and maintain a pipeline of corporate prospects.
- Initiate and manage conversations with corporate decision-makers to build strong relationships.

### **2. Proposal Development:**

- Create compelling proposals and presentations tailored to the interests and priorities of each corporate donor.
- Collaborate with program teams to develop project proposals that align with corporate donor's interests.

### **3. Negotiation and Agreement:**

- Lead negotiations with corporate donors, including financial contributions, in-kind donations, and other forms of support.
- Draft and finalize partnership agreements in collaboration with legal and finance teams.

### **4. Stewardship and Relationship Management:**

- Foster long-term relationships with corporate donors, ensuring their ongoing engagement and satisfaction.
- Keep partners informed about the impact of their support and provide regular updates on our work.

### **5. Fundraising Events and Campaigns:**

- Plan and execute fundraising events and campaigns in collaboration with the communication and events teams.
- Mobilize corporate donors to participate in and sponsor these initiatives.

### **6. Data Management:**

- Maintain accurate records of all corporate partnership activities and communications in the CRM system.
- Generate reports and analyze data to track progress and inform decision-making.

### **7. Collaboration:**

- Work closely with the Leadership team, Finance team, and Program teams to ensure alignment of efforts and maximize impact.

## **Education Background**

- Bachelor's degree in Business, Marketing, Nonprofit Management, or a related field.

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- Proven experience in corporate fundraising or business development, with a track record of successful partnership development and revenue generation.
  - Exceptional communication and interpersonal skills, with the ability to engage and influence senior executives.
  - Strong project management skills, including the ability to manage multiple initiatives simultaneously.
  - Proficiency in CRM systems and fundraising software.
  - Passion for the organizations mission and a commitment to its core values.

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