

Designation	Consultant – Partnership & Fundraising
Location	Remote
Experience	MCom, MBA (Finance) or PGDBM/PGDBA (Finance) with minimum 13 years of experience in institutional Fund raising & donor Management

Piramal Foundation’s vision is Building Bharat through leadership, decentralisation, digitisation and inclusion led by women and youth. To enable systemic transformation, we believe in:

- **Partnerships approach** to draw additional resources, a vast pool of diverse expertise, and innovations to tackle a social sector problem at scale
- **Platform approach** to influence systemic transformation through an alliance of partners for "scalable learning" by leveraging a pool of diverse resources to address a single problem with speed

Digital Bharat Collaborative’s (DBC) vision is to build Bharat through acceleration of Information Systems to transform public systems’ responsiveness and governance led by women and youth. Through this, we seek to enhance experiences of citizens in accessing government health services at the last mile. DBC is a part of Piramal Foundation.

This role will be responsible for but not limited to the following:

Develop Product:

- Develop a sustainable pitching strategy for Piramal Foundation
- Articulate current and future foundation programs as compelling funding opportunities for potential donors
- Create presentations and proposals in consultation with business / implementation partners
- Lead team in writing proposals and applications for various grants and programs coordinating with multiple stakeholders and summarizing the information succinctly and effectively in the proposal documents.
- Setup mechanism to update and maintain a relationship database and aid in tracking progress on various actionable items.
- Undertake research, monitor, and analyse Donors’ CSR policy & mandates, CSR spending patterns, CSR reporting, and social media updates, and the applicable regulatory framework.
- Drives and supports in developing quality multi-year proposals in consultation and collaboration with design and technical teams.

Develop People:

- Incumbent will be part of the Donor Management team contributing to the team’s efforts focused on donor relationship management, and help in monitoring and tracking of the performance of various functions and processes
- Help the team track and monitor progress on the internal governance framework and assist the team in preparing for the review meetings, collation of data and information, and tracking action items.
- Work with Program team leaders in creating robust research to help us identify potential funding opportunities.
- Nurture and groom existing team members to build their capabilities for the next level
- Build capabilities of internal stakeholders to enhance their engagement with funding partners

Manage Ecosystem:

- Identify and attract funding portfolios portfolio as per org strategy
- Identify and research donor opportunities in India and abroad
- Identify and research funding instruments and innovations in India and abroad
- Coordinate with post-sales teams as well as implementation partners
- Amplify existing partnerships to increase the portfolio size
- Manage a database of potential and actual donors for ongoing prospecting
- Undertake research, monitor, and analyse Donors' CSR policy & mandates, CSR spending patterns, CSR reporting, and social media updates, and the applicable regulatory framework.
- Drives and supports in developing quality multi-year proposals in consultation and collaboration with design and technical teams.
- Work with Project SPOCs to understand current Donor relations and create strategy for strengthening relations and identify more such funding opportunities.
- Support and work with the communications team to deliver impactful communications' content to inform potential and existing donors

Experience required

- Strong attention to detail, ability to produce error-free work, and a thorough and meticulous approach to work
- Desk Research bent of mind – environment scan, donor research etc
- Understanding of Problem/intervention/output/outcome/impact framework
- Ability to multi-task and manage different projects with specific deadlines
- A team player and having the ability to work and collaborate with multiple stakeholders
- Strong desire to learn and gain an understanding of the social development sector
- Ability to create smart pitches for potential donors in form of concept notes and presentations.
- Presentation Skills and delivery skills
- Ability to collaborate with Big Bet and possible implementation partners
- Comfort and experience of tracking and reporting impact metrics
- Negotiation and Persuasive ability

Essential Skills:

- Master's degree in social sciences / Business Administration / Marketing & Communication
- 13-15 years of experience in institutional Fund raising & donor Management
- Experience in proposal writing & development of concept notes
- Experience in managing and working with donors
- Good written and oral communication in English.

Travel: This role will require travel (outstation) and need based visits to office locations (Delhi, Mumbai, Hyderabad, Patna, Guwahati) for meetings etc.

Link to apply:

<https://docs.google.com/forms/d/e/1FAIpQLSe77H2xSoo0I6klzdj2o9alLndCeKQ6cXWp1ijzIYm-xGenw/viewform>