
Position – Management Associate (Strategy and Fundraising)

Location: Delhi

Programme: DC-Core

Type: Full time

Reports to: CEO

About DC

Development Consortium (DC) is a non-profit organization (registered in India), dedicated to working with young people and vulnerable communities across India – empowering them to overcome health, education and rights, abuse & injustice issues. At the very core of our existence is the belief that a better future for humanity depends on our capacity to harness change. It is the building of this capacity that is at the heart of our working model.

DC firmly believes that influencing behaviour change is critical to the success of an impactful program. Many programs run into cultural traditions and taboos that result in constituents resisting an initiative that might dramatically improve their lives. In many cases, the solution is a matter of sequencing, where opening constituents' minds to a program's promise precedes efforts to execute the program itself. At the core of most of our intervention designs is a process to encourage beneficial behaviour change, without taking the paternalistic approach of imposing the change on constituents. These could be a mix of approaches such as engaging constituents directly, by enlisting local, trusted peers to investigate cultural norms and elicit change from within the community; or to impact constituents indirectly, by incentivizing critical collaborators to change their behaviours.

Core Values

Belief – We believe in what we do.

Resilience – We have the courage and strength to overcome obstacles.

Empower – We enable agency and nurture potential.

Accountability – We are responsible for our actions.

Transparency – We are open and honest.

Empathy – We listen, understand and respect

We are an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, colour, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic. At DC we value people from diverse backgrounds, working to create an open atmosphere of trust, honesty and respect

About the Opportunity

The Management Associate (Strategy and Fundraising) will serve as a strategic partner to the executive leadership team and drive key strategic initiatives, support organizational growth, and lead innovative fundraising strategies. This role will play a pivotal role in ensuring the DC's long-term sustainability and success by contributing to planning, execution, and monitoring of strategic goals, and developing and nurturing relationships with donors, partners, and stakeholders. The Management Associate will have the opportunity to contribute significantly to the DC's mission and programs while gaining valuable experience in a dynamic and socially impactful environment.

Responsibilities

- **Strategic Planning and Implementation**
 - Collaborate with the leadership team to develop and execute organizational strategies, aligning them with the DC's mission, vision, and long-term goals.
 - Conduct in-depth market research and sectoral analysis to identify trends, opportunities, and potential risks to where DC is and draft/develop a strategic design based on the research which is aligned with DC's objectives.
 - Develop strategic roadmaps for new initiatives, ensuring alignment with current programs and partnerships.
 - Support the leadership team in preparing organisational profile and program reports, presentations, and proposals for meetings and stakeholder engagements.
- **Fundraising and Partnership Development**
 - Execute innovative fundraising strategies to diversify grants through corporate partnerships, foundations and individual donors.
 - Research and identify potential donors, foundations, and funding opportunities aligned with the organization's goals.
 - Draft compelling grant proposals, pitch decks, and partnership outreach materials in collaboration with the program and communications/design teams.
 - Build and maintain strong relationships with donors and funding agencies, ensuring regular communication and engagement.
 - Analyze donor trends and fundraising performance to make data-driven recommendations for improving fundraising strategies and its effectiveness.
- **Business Development and Donor Engagement**
 - Be the focal/key point of contact for external stakeholders, including donors, partners, and government agencies.
 - Represent the executive team in meetings with external stakeholders, preparing briefings and ensuring follow-ups.
 - Collaborate with the communications team to ensure consistent messaging and branding across all donor materials and public-facing documents.



Qualification:

- Bachelor's degree in business administration, Development Studies, Public Policy, Non-Profit Management, or a related field.
- 1-3 years of experience in strategy consulting, fundraising, project management, or related fields, preferably in the non-profit sector.
- Demonstrated success in developing and managing fundraising campaigns, grant writing, or donor relations.
- A passion for social impact and a desire to make a difference.
- A business acumen and entrepreneurial mindset

Skills and Competencies:

- **Strategic Thinking:** A visionary mindset capable of translating big ideas into actionable plans. Ability to develop and implement long-term strategies aligned with organizational goals.
- **Understanding of Fundraising Domain:** Understanding of fundraising domain and managing donor relations.
- **Project Management:** Strong organizational skills, with the ability to manage multiple projects simultaneously and deliver results under tight deadlines.
- **Communication Skills:** Excellent written and verbal communication, with the ability to present complex information clearly and persuasively.
- **Analytical Ability:** Strong problem-solving skills, with the ability to synthesize data and market research into actionable insights.
- **Relationship Building:** Exceptional interpersonal skills, with the ability to cultivate and maintain strong relationships with donors, partners, and stakeholders.
- **Adaptability:** Ability to thrive in a fast-paced, dynamic environment with evolving priorities.
- **Leadership:** Demonstrates initiative and the capacity to work with different teams effectively.
- **Attention to Detail:** Meticulous attention to detail, particularly in preparing reports, proposals, and donor communications.
- **Passion for Social Impact:** Deep commitment to the mission of the NGO and a passion for driving change in the social sector.

Are you ready to ignite positive change and looking for an opportunity to drive...this role is for you!

Remuneration: Competitive

Joining: Immediate

The non-monetary benefits include a unique opportunity to be part of an innovative, meaningful, and entrepreneurial organization that is transforming the lives of thousands of people by addressing various health and education related challenges. The Management Associate will be provided a conducive and flexible working-cum-learning environment, where they will have the opportunity to explore their creative and innovative potential in moving towards our vision. They will be working directly with the CEO. We value inputs from our colleagues and endeavour to make them a part of our organization-building.

How to Apply

Interested candidate can apply by 20 October 2024, via the Google link:

To apply [Click Here](#)