



Position: Manager – Corporate Partnerships & HNI

Location: New Delhi

Centre for Catalyzing Change (C3) formerly CEDPA India, is a nongovernmental organization that works to improve the lives of women and girls in India. Through local partnerships and programs, C3's proven approach to development gives women, young girls and boys the tools they need to improve their lives, as well as that of their families and communities. Our programs focus on increasing educational and livelihood opportunities for adolescent girls, ensuring access to lifesaving reproductive health information and services, and strengthening people's ability to become leaders in their communities and the nation.

The Manager – Corporate Partnerships & HNI will be responsible for leading and implementing a successful programme of fundraising from the Corporate Sector and High Net-worth Individuals as per C3's annual goals. This will include raising grants for C3's programs and projects (on-going as well as new), sponsorship of events and conferences, raising unrestricted funds for corpus creation, managing and renewing Corporate CSR partnerships, and general donations from HNIs.

Manager – Corporate Partnerships will report to Senior Advisor – Fundraising

Job Responsibilities:

- To develop and manage C3's strategy for raising money from Corporates (including from SME's and for cause-related marketing, as an integral part of C3's overall fundraising programme.
- To forge long-term mutually beneficial relationships with Corporate Supporters and raise funds towards the ongoing work of C3. In order to successfully accomplish this, it would be essential to nurture and maintain existing Corporate relationships and develop a retention and growth strategy with the Senior Advisor - Fundraising.
- Take responsibility for delivering and developing C3's plans for securing new income from businesses by identifying growth areas and opportunities within the Corporate Sector.
- Develop a long-term strategy for Corporate Giving and Employee Pay Roll Giving within the corporate arena.
- Monitor CSR/Corporate Responsibility issues in the media and changes in the CSR laws, and keep up to date with professional fundraising associations and media regarding fundraising tools and skills development.
- To develop professional solicitation proposals, working closely with the Program teams, and undertake presentations at senior level meetings with potential corporate donors.
- To develop and write funding proposals, working closely with the Program teams, and prepare and present regular activity and performance reports for senior management.

- To manage relationships with Corporates before, during, and after receipt of funds and maintain a high level of supporter care with Corporates.
- Track, analyse and report on fundraising results in the Corporate field and measure, manage and report performance using agreed performance measures.
- Work closely with Senior Advisor – Fundraising and Manager – Individual Partnerships to maximise Corporate, UHNI and HNI contacts, and leverage and manage corporate participation in C3's events and public participation programs.
- Actively seek sponsorship to support C3 events, working closely with the Programs teams.
- To continue to raise the profile of C3 by networking at appropriate events organised by Industry & Business associations, and secure new introductions.

This Job Description is not exhaustive and the Manager – Corporate Partnerships may be required to undertake other appropriate duties and projects from time to time, as may be decided by the Executive Director and Senior Advisor – Fundraising.

Experience:

10 – 20 years in a similar role, with demonstrated success in raising large ticket and long term corporate partnerships, and preferably with some experience of managing and mentoring a team of fundraisers.

Qualifications:

Applicants must have completed their post-graduation or equivalent / graduation.

Skills and Competencies:

- Good knowledge of computers - Windows and Microsoft Office applications (Outlook, Word, Excel);
- Fluency in Hindi and English languages (both written and verbal), will be an advantage.

Remuneration: Depending on qualification and experience

Please send your latest CV at jobs@c3india.org

Please mention the position you are applying for in the subject line of your email. The application must contain information about current salary & benefits drawn (CTC).

Only Short-listed candidates will be intimated.

C3 is an equal opportunity employer.