



POSITION:

**Sustainability Lead
Centre for Catalyzing Change, New Delhi**

ORGANIZATION BACKGROUND:

Centre for Catalyzing Change (C3), is a not for profit organization that improves 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 ability to become leaders in their communities and the nation.

In order to achieve its Sustainability goals, C3 is looking to recruit a team leader for its Sustainability function, to diversify its existing donor base and attract more Indian corporate and UHNI donors.

The Sustainability will lead the development and nurturing of a fundraising pipeline for the specific products/projects identified by the organization. The strategy towards this adopted would need to align with current fundraising practices.

About the Sustainability team

The Sustainability team is charged with raising the funds needed to fund and sustain C3's mission. C3 has been gearing up its impact (Particularly SDG 3, 4 and 5) in partnership with multiyear institutional funders and the Sustainability team is charged with expanding effectively and credibly with CSR entities and Foundations. To do this, the team builds partnerships around C3's mission, strategy, programs and impact to potential donors whose interests align with our mission and work.

Responsibilities, Sustainability Lead:

C3 requires a team player with an entrepreneurial orientation to lead strategy and execution of the fundraising strategy.

- Lead the development of a donor partnerships and a donor acquisition pipeline of Indian Corporations, CSR-based entities and UHNI donors with matching mandates with specific products/projects of C3.
- Lead and line manage team members assigned to the Sustainability function.
- Handhold and nurture the relationships with key stakeholders (including CSR heads and Marketing leads) thus identified and represent C3's best interests to them.
- Ensure quality funding applications and proposals to match the donor needs to the organization's strengths and requirements.
- Devise and implement a strategy for building a pool of unrestricted funds and corpus
- Represent C3 at networking events and meetings with potential donors.
- Provide quality analytics on Fundraising to the Executive Director, board and senior leadership team.

Role requirements

Candidates who demonstrate high potential and drive towards fast-paced growth will be given preference.

- **Must have proven sales experience and expertise from the for-profit or nonprofit sectors.**
- Process oriented to help the Department strengthen its systems towards long-term institutional growth.

- Proven expertise in raising funds from Indian organisations/CSR entities/Foundations, including holding leadership positions at the Departmental/Sub-Departmental level.
- Must have knowledge about the part of the charitable sector wherein the organization operates, knowledge of fundraising rule, CSR law and other relevant issues in the landscape for non-profits in India.
- Management experience of 12-15 years.
- Must have excellent written and oral presentation skills with a good track record in presenting and writing winning fundraising applications.
- Must have networking skills to represent the organization to CSR-based entities.

Education qualifications

- Master's degree in Business Administration (MBA) or related fields.

COMPENSATION OFFERED:

The offer made to the selected candidate shall be commensurate with qualifications, experience and salary history.

Perks And Benefits

1. Competitive salaries
2. Remote-friendly workplace, i.e. option to work from home, flexible schedules
3. Health and wellness benefits
4. Professional development focus
5. Paid time off and parental leave

LOCATION: New Delhi

Eligible candidates should send their latest CV with covering letter to jobs@c3india.org and mention applied position 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. No telephonic enquiries will be entertained until shortlisted.

C3 is an equal opportunity employer. Women candidates are encouraged to apply.