

Head of Fundraising

JOB TYPE : Full-time Employee

LOCATION : Bangalore

TEAM: Implementation

WHAT YOU WILL DO

Foundation seeks a dynamic and experienced fundraising professional to lead resource mobilization efforts across India. This role manages the full fundraising cycle from prospect identification to stewardship with a focus on building and managing relationships with high net worth individuals (HNWIs) and corporate social responsibility (CSR) programs. The ideal candidate will have deep knowledge of India's philanthropic landscape and proven success in securing major gifts and corporate partnerships.

Fundraising Strategy & Execution

- Develop and implement a comprehensive fundraising strategy for India, targeting HNWIs and CSR programs.
- Set annual fundraising targets and create detailed plans to achieve revenue goals.
- Research, identify, and prioritize potential donors and corporate partners.
- Prepare compelling proposals, presentations, and grant applications tailored to Indian funders.

Lead Generation, Relationship Management & External Representation

- Build and maintain strong relationships with high net worth individuals and their family offices.
- Cultivate partnerships with corporate foundations and CSR teams across various industries.
- Represent the foundation at philanthropic events, conferences, and networking opportunities, generating new leads.
- Coordinate donor visits and engagement activities, including site visits.

Market Intelligence

- Stay current on India's philanthropic trends and India's Companies Act (CSR regulations)
- Monitor and analyze India's CSR landscape and emerging funding opportunities.
- Maintain detailed records of all fundraising activities and donor interactions.

Team Management and Cross-functional Collaboration

- Manage one Fundraising Senior Associate.
- Work closely with program teams to develop compelling case studies and impact stories.
- Collaborate with the communications team on donor-facing materials and publications.
- Partner with the legal and finance team to ensure grant management and reporting compliant with donor regulations and relevant laws.
- Coordinate with US-based development team on global fundraising strategies.

WHAT WE ARE LOOKING FOR

Experience & Education

- Bachelor's degree required; advanced degree preferred
- 12+ years of fundraising experience, with focus on major gifts and corporate partnerships
- Proven track record of securing donations from individuals and corporations
- Experience working with Indian CSR programs
- Knowledge of FCRA regulations and compliance requirements for international NGOs

Skills & Competencies

- Deep understanding of India's philanthropic ecosystem
- Excellent communication and presentation skills
- Strong relationship-building abilities and emotional intelligence
- Strategic thinking with ability to develop and execute complex fundraising plans
- Proficiency in Salesforce and Google Workspace

- Ability to travel extensively within India and occasionally internationally

Personal Attributes

- Commitment to Foundation's mission
- High level of integrity and professionalism
- Self-motivated with ability to work independently and as part of a team
- Cultural sensitivity and ability to work effectively across diverse stakeholder groups
- Results-oriented mindset with strong attention to detail

Location

- Position based in Bangalore with hybrid work schedule

Reporting Structure

This position reports to the Head of Implementation and Strategy. The role includes managing relationships with one Fundraising Senior Associate, as well as external consultants and vendors as needed.

HOW TO APPLY

Email the following materials with the subject line **Head of Fundraising to contact@pmspl.net.in**

- A one-page cover letter describing your interest in the position and background.
- An updated resume, including languages spoken and relevant experiences.
- A fundraising strategy and/or sample pitch which you have created previously.