

Position: Senior Manager (Resource Mobilization)
Location: New Delhi
Department: Programmes
Reports To: Executive Director (Strategic Partnerships)
Job Type: Full-Time

Role Overview:

Satyarthi Movement for Global Compassion (SMGC) is looking for a Senior Manager (Resource Mobilization) who will play a pivotal role in securing financial resources for our mission-driven projects and initiatives. Leveraging your extensive experience in fundraising and your well-established network of donors in the corporate circle and High Net-worth Individuals (HNIs), you will drive strategic fundraising efforts in India and abroad.

About Satyarthi Movement for Global Compassion (SMGC)

The Satyarthi Movement for Global Compassion aims to globalize compassion and ignite 'compassionate action' and 'compassionate leadership' in the world to ensure justice, equity, peace and sustainability for all. SMGC aims to create paradigm shifting social transformation and meaningful impact at scale through power of compassion.

We focus on creating 'Compassionate Communities', extensive research and training, experiential learning, high level dialogues and conferences. SMGC encompasses grassroots activists, youth leaders, Nobel Laureates and global changemakers from all walks of life.

Our Core Values are Compassion, Excellence, Honesty, Courage and Humility.

Key Responsibilities:

Strategic Fundraising:

- Develop and execute comprehensive fundraising strategies to meet annual revenue targets, focusing on cultivating relationships with individual donors, HNIs, corporations, and foundations.

Donor Engagement:

- Cultivate and maintain relationships with existing donors while identifying and engaging new prospective donors who align with our organization's mission and values.

Networking and Relationship Building:

- Utilize your extensive network to expand our donor base, establish partnerships, and secure major grants including unrestricted funding.

Proposal Development:

- Lead the development of compelling funding proposals, grant applications, and donor communications, ensuring alignment with donor interests and organizational priorities.

Event Management:

- Oversee the planning and execution of fundraising events, donor cultivation events, and other initiatives to engage donors and raise funds.

Compliance and Reporting:

- Ensure compliance with relevant regulations and standards for fundraising activities, and maintain accurate records of donor interactions, contributions, and grants.

Collaboration:

- Work closely with cross-functional teams, including program managers, finance, and communications, to align fundraising efforts with organizational goals and priorities.

Qualifications & Skills:

- Bachelor's degree in Business Administration/Economics/Sales & Marketing or related field; Master's degree preferred.
- Minimum of 5-7 years of demonstrated success in fundraising, with a focus on major grants and donor cultivation.
- Proven track record of securing significant funding from individual donors, HNIs, corporations, and foundations.
- Extensive network of contacts within the philanthropic community in India and abroad.
- Sound understanding of Corporate Social Responsibility (CSR) initiatives and compliance norms related to fundraising.
- Exceptional communication, negotiation, and presentation skills.
- Strong strategic thinking and problem-solving abilities.
- Ability to work effectively in a fast-paced, deadline-driven environment.
- Passion for our organization's mission and values.

Number of Vacancies: 1

Location: New Delhi

To know more about SMGC, you can visit the below links:

SMGC Website: <https://satyarthimovement.org/>

SMGC Concept Note: <https://heyzine.com/flip-book/2e5610292d.html>

SMGC Introductory Video :

<https://workdrive.zohoexternal.com/external/3deab81e683f902fcf1bb6d9c4c9c45139913bffbb89d491dc5c2f3751543b1f>

LinkedIn: [Satyarthi Movement for Global Compassion](#)

Instagram: [SMGC Official](#)

Facebook: [SMGC Official](#)

Twitter: [SMGC Official](#)

SMGC is an equal opportunity employer. We encourage candidates from diverse backgrounds to apply.

To Apply

- Interested candidates with relevant experience may send their application mentioning **“Senior Manager – Resource Mobilization”** in the subject line, along with CV and cover letter justifying suitability for the position – role fitment based on present & past work experience to: recruitment@satyarthimovement.org by **5th August 2024**
- Please indicate Current/Last drawn compensation & expected compensation in your application.

