

Job Description: Director (Fundraising)
Satyarthi Movement for Global Compassion
Location: New Delhi
Reports to: Executive Director (Strategic Partnerships)

About the Organization:

Satyarthi Movement for Global Compassion (SMGC) stands as a beacon of hope in a world grappling with inequality, conflict, and injustice. At its core is a powerful belief: compassion is not just a feeling, but a call to action. This philosophy, championed by Nobel Peace Laureate Kailash Satyarthi, has been the driving force behind his lifelong fight for the rights of the most vulnerable children.

Kailash Satyarthi's relentless pursuit of justice—from rescuing thousands of children from trafficking and forced labor to advocating globally for children's rights—demonstrates the transformative power of compassionate leadership. His efforts have saved lives and sparked global movements such as the Global March against Child Labour and the Global Campaign for Education. These movements have led to historic global commitments, like the ILO Convention 182 to eliminate the worst forms of child labor and the widespread collaboration among civil society actors in over 100 countries for the right to quality public education.

This is the founding principle of SMGC: Compassion in Action catalyzes peace, equity, and sustainability.

The work of SMGC delivers:

- **grassroots and community empowerment** by working on the ground to develop and nurture compassionate communities;
 - **in-depth research on compassion**, and translating this into action through a **world-class training programme**;
 - **international dialogues and partnerships** that promote compassionate leadership to accelerate progress toward inclusive development and the realization of rights for all.
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Position Overview:

Director (Fundraising) will lead the development and execution of fundraising strategies for Satyarthi Movement for Global Compassion, ensuring a steady stream of resources for the organization's programs and initiatives. This role requires an individual with extensive experience in grassroots fundraising, donor management, and new donor acquisition. The ideal candidate will possess a proven track record in securing funds from High Net-worth Individuals (HNIs) both within India and internationally, in-depth networking with PSUs and private corporations for CSR funds as well as networking with foreign funders and familiarity with grant opportunities.

Key Responsibilities:

- **Fundraising Strategy & Execution:**
 - Develop and implement a comprehensive fundraising strategy to secure financial support for grassroots programs, including research and skilling initiatives.
 - Lead efforts to diversify funding streams and raise funds for new programs and organizational priorities.
 - Identify, cultivate, and manage relationships with individual, corporate, and foundation donors to sustain and grow funding sources.
- **Donor Acquisition & Retention:**
 - Manage the entire donor lifecycle, including acquisition, stewardship, and retention strategies, to build long-term partnerships.
 - Develop tailored approaches for donor engagement and retention, ensuring alignment with the values and mission of the Satyarthi Movement.
- **Major Gifts & High Net-Worth Individuals (HNIs), private corporations and PSUs:**
 - Cultivate and manage relationships with major donors and potential HNI supporters in India and internationally.
 - Strategically engage HNIs, private corporations, PSUs, and other influential stakeholders to increase financial support for key initiatives.
- **Grant & Institutional Fundraising:**
 - Identify and apply for relevant grants and funding opportunities from institutional donors, including international organizations, foundations, and governmental bodies.
 - Develop compelling proposals, reports, and presentations to secure institutional funding.
- **Research & New Initiatives Fundraising:**
 - Raise funds to support research and skill-building initiatives that align with the Satyarthi Movement's mission.
 - Collaborate with internal teams to create new initiatives, ensuring that fundraising efforts align with organizational goals and objectives.
- **Team Leadership & Reporting:**
 - Lead and mentor a team of fundraising professionals, ensuring high performance, clear communication, and successful execution of fundraising efforts.
 - Provide regular updates and reports to the Executive Director (Strategic Partnerships) on fundraising progress, challenges, and opportunities.

Qualifications:

- **Educational Experience:**
 - Masters in Economics/Finance with MBA
 - 8-10 years of direct fundraising experience, with a focus on grassroots community-level programs and donor management.
 - Proven track record in securing major gifts from High Net-worth Individuals (HNIs), corporations, and foundations in India and abroad.
 - Experience in raising funds for new initiatives, particularly in areas such as research, education, and skill development, is a significant advantage.

- **Skills & Competencies:**

- Strong networking and relationship-building skills, with the ability to engage and inspire donors.
- Expertise in donor retention strategies and building long-term partnerships.
- Ability to develop high-quality proposals and reports, tailored to specific donor requirements.
- Experience with fundraising software and donor management systems.
- Knowledge of global trends in philanthropy, international donor landscapes, and grants.

- **Personal Attributes:**

- Passion for the mission of the Satyarthi Movement and commitment to social change.
- Excellent communication and interpersonal skills.
- Results-oriented with a demonstrated ability to meet and exceed fundraising goals.
- Strategic thinker with the ability to lead complex fundraising initiatives and inspire teams.

Preferred:

- Experience in networking with international funders and securing cross-border grants.
- Exposure to large-scale fundraising campaigns and events.
- A deep understanding of the challenges and opportunities in grassroots community development.