



Job Description: Partnerships Manager (Business Development/Fundraising)

Application Deadline: **25th February 2025**

About Enabling Leadership

We have a mission to change the world and we're looking for like-minded individuals to join us! At Enabling Leadership, we believe that creating a different generation of "leaders" is the solution to most of the complex global challenges we face today.

Our unique programs, "Create" (music), "Play" (football) and "Build" (Lego) are designed to equip children, especially those who are economically and educationally marginalized, to rewrite the definition of being "successful". It is essential to redefine this in terms of people who take responsibility for their own individual, and our shared, combined futures. Our young "leaders" demonstrate and embody these values, principles, behaviors, choices and actions, recognizing that in order for me to win, everyone must win.

Every child can, and should be a leader – a role model, a global citizen and a positive contributor – it is critical for every individual to be this kind of a leader, and not just a handful of people. Now, more than ever, children need to recognize that we live in a shared world and we must learn to collaborate, think creatively and inspire positive action. Learn more at www.enablingleadership.org

Working at Enabling Leadership

As a culture-first organization, we are looking for individuals who embody the values and behaviors we work tirelessly to teach our students every day. Our teams have the opportunity to work with a diverse set of stakeholders including children, parents, school communities, sportspersons, musicians, artists, volunteers, nonprofits, media and educational institutions, and corporates amongst others. We look for individuals who pride themselves on high performance and productivity, whilst also prioritizing individual wellbeing (we don't limit sick leave days, we believe every employee's health comes first!). Our staff design and manage their own schedules, choose where to work from (no cubicles!), and have a dynamic leadership team to work with. Our priority is to develop passionate, responsible, creative and accountable employees, championing our values in today's world.

Reports to: **Head of Partnerships**

Location: **Home-office based – Mumbai** or Bangalore

Function: Business Development Manager (Fundraiser) is part of the organization's Management Team and reports to the Head of Partnerships. This role is responsible for Donor management & developing partnership.

Responsibilities and Deliverables:

The following are the main responsibilities for this role:

Donor Prospecting

- Research and identify potential CSR and Institutional partners (for both cash funding and in-kind support). Develop a pipeline of potential donors by identifying the right match for Enabling Leadership's cause.
- Effectively manage the donor "sales" pipeline over a 12–24-month horizon to move prospects towards donors to ensure the organization's outreach plans can be met.
- Spread awareness about EL's work to all the leads and contacts, with the aim of converting them into long term donors for the organization. Continuously look for networking opportunities to identify, qualify and develop partnerships.
- Work closely with EL Board members with active involvement in the Partnerships Work Group to pursue the leads shared by them.
- Understand funding gaps/requirements from EL departments/teams to tailor the fund-raising activities accordingly. Support the City Teams for local sponsorships (e.g., venues for meetings, events, travel, etc) & help close these deals.

Partnership Development

- Develop & manage Donor CSR committee relationships and get their buy-in into EL's Vision & Mission. Proactively engage with donor POCs.
- Coordinate the timely submission of impact & financial reports. Regularly communicate with donors and send relevant updates and materials to keep them energized & connected to EL's work.
- Develop and implement an impactful engagement plan with each donor. Publish and communicate plans with all departments; coordinate the necessary activities with the rest of the EL team and departments.
- Ensure that the donor's branding and promotional requirements are met through EL's website, materials, and events.
- Ensure donor retention and renewals for a period of at least 3 years.
- Make compelling and effective pitches to potential partners; Partner with Programs and Operations to ensure a synergy between EL work and the donor's requirements.
- Provide detailed and customized proposals including budget breakdowns for each potential partner. Work closely with the Finance team to fine tune proposals, aligning them with org budgets & financial requirements.
- Coordinate the necessary activities (e.g., field visits, references, due diligence, MoU's, etc.) to get a donor signed-up.
- Conduct an effective donor onboarding for each donor once they become an official donor with EL.



Minimum Requirements:

- Bachelor's degree
- At least 5 years of proven experience in dealing with high-level contacts at Corporates managing sales/donor/CSR contacts as well as a proven track record of closing deals and retaining recurring donors/clients
- Multiple language skills a plus
- Good presentation and persuasion skills

Most Critical Proficiencies:

- Organized – ability to understand organization's objectives, translate into specific plans and ensure flawless implementation
- Strong oral and written communication skills – effective at both 1-1 and group communication; very good listening skills
- Excellent problem-solver – can identify and help eliminate bottlenecks
- Sense of urgency – strong bias to action;
- Proactive & Self-managed; willing to take the initiative and take risks
- Grit & Resilience - brings a passion to the cause and never gives up on goals

Salary: Competitive & Experience-based

How to apply: Please share your CV to careers@enablingleadership.org

Enabling Leadership is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, gender, gender identity, sexual orientation, age, among other things, or status as a qualified individual with disability.