

Job Description: Fundraising Manager (Sales/Business Development/Fundraising & Expansion)

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, "EL Create" (music), "EL Play" (football) and "EL Build" (Building Blocks) 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: We are looking for a high-energy, entrepreneurial, and relationship-driven BD/Partnerships Manager to help expand the EL Build program by driving donor acquisition, CSR partnerships, and strategic fundraising initiatives.

This is not a traditional CSR operations role. We are specifically looking for candidates with a strong business development/sales mindset who enjoy networking, building relationships, creating opportunities, and driving outcomes.

The ideal candidate should be comfortable with outreach, pitching, follow-ups, relationship management, and independently building a strong donor and partnership pipeline.

Responsibilities and Deliverables:

The following are the main responsibilities for this role:

Donor Prospecting & Business Development

- Develop and execute a proactive donor acquisition strategy to identify and onboard new CSR and institutional partners.
- Build, manage, and maintain a robust donor **sales pipeline**, consistently generating qualified leads through research, networking, referrals, events, and outbound outreach.
- Drive end-to-end partnership development, including prospecting, cold outreach, pitching, proposal presentations, follow-ups, negotiations, and closure.
- Demonstrate a strong **hunger for sales** by consistently pursuing new opportunities, expanding the donor base, and meeting partnership and fundraising targets.
- Create and deliver compelling pitches and presentations that effectively communicate Enabling Leadership's mission, programs, and impact to prospective partners.
- Effectively manage the donor “sales” pipeline over a 12–24 month horizon, moving prospects through various stages toward long-term donor partnerships.
- Spread awareness about EL’s work across leads, networks, and stakeholders with the objective of converting them into long-term donors and partners.
- Continuously identify and leverage networking opportunities, events, referrals, and ecosystem connections to qualify and develop new partnerships.
- Work closely with EL Board members and the Partnerships Work Group to pursue and nurture strategic donor and corporate leads shared by them.
- Understand funding gaps and programmatic requirements across EL teams and tailor fundraising strategies and outreach efforts accordingly.
- Support City Teams in securing local sponsorships and in-kind partnerships for meetings, events, venues, travel, and other operational requirements, while helping close these opportunities.

Partnership Development & Fundraising

- Build and manage relationships with CSR teams, corporate leaders, foundations, institutional donors, and key stakeholders to drive long-term partnerships and funding opportunities.
- Develop compelling pitches, presentations, customized proposals, and partnership solutions aligned with donor priorities and EL’s vision and mission.
- Work closely with Programs, Operations, and Finance teams to align donor requirements, budgets, and organizational priorities.
- Coordinate donor onboarding activities including due diligence, field visits, references, MoUs, and partnership documentation.
- Ensure timely submission of impact reports, financial reports, donor communication materials, and engagement updates.
- Develop and implement donor engagement and stewardship plans to strengthen long-term relationships, ensure donor satisfaction, and drive donor retention and renewals.
- Ensure donor branding, visibility, and promotional commitments are effectively executed through events, communication materials, and digital platforms.

- Represent Enabling Leadership at networking forums, CSR events, conferences, and stakeholder meetings to build partnerships and expand donor networks.

Preferred Candidate Profile

We are looking for smart, driven, and execution-oriented candidates who are excited to build something meaningful while working in a fast-paced environment.

Preferred Qualifications & Background

Minimum Requirements:

- MBA or equivalent postgraduate qualification from reputed institutes preferred
- 3 years of experience in sales, business development, consulting, strategic partnerships, fundraising, client engagement, startup ecosystems, or relationship management roles
- Freshers from premier institutes with strong communication and networking skills are also encouraged to apply
- Strong interest in business development, fundraising, partnerships, and social impact
- Ability to independently drive conversations, build networks, and create opportunities
- Comfortable with ambiguity, ownership, targets, and a high-growth environment
- Willingness to travel and actively engage with corporates, donors, and ecosystem stakeholders

Most Critical Skills & Competencies

- Strong communication, presentation, and persuasion skills
- Excellent relationship-building and networking ability
- High ownership and execution orientation
- Proactive, self-driven, and resourceful mindset
- Strong follow-up and stakeholder management capability
- Ability to manage multiple priorities in a dynamic environment
- Grit, resilience, and a strong bias for action
- Strong problem-solving and collaboration skills

Compensation

Competitive and based on experience and fitment.

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.