



Job Description: Senior Specialist/Specialist – Fundraising

About Peepul

Peepul is an education-focused non-profit. **We dream and work towards creating an education system in India that enables and supports every child to realise their potential.** We work closely with national, state, and local governments to transform government schools and government systems. Currently, we work with governments in Delhi and Madhya Pradesh, to meaningfully have impact across 300,000 teachers and 9 million children, across 100,000+ schools.

We have received many accolades for our work, including the Commonwealth Education Awards for Innovation (from ~2500 applications across 32 countries). One of the schools we deeply support in Delhi was shortlisted as the Top 10 Schools in the world for Innovation. Our work has also been featured in reports and publications by the Education Development Trust, the UN and the national Ministry of Education, India. The impact of our work has also been verified by third-party assessments.

Within a period of three years, we have grown tremendously to now reach a team size of 150 employees, across the geographies in which we operate. Impact at scale is the core of our work and this approach has been profiled in the media by Business World, The Economic Times, Nexus of Good Foundation, FICCI, Niti Aayog, among others.

We are a restless, resilient, and reflective organisation. We aim high, innovate, work smart, work as a team, and use rigorous research to inform our work.

With regards to our talent, we work towards keeping our people first and offer a compelling compensation and benefits package, to ensure our high-quality talent is appreciated and remunerated competitively.

Website: <http://peepulindia.org/>

Role Description

We are looking for a passionate and target-oriented person to build and lead the Fundraising portfolio for Peepul. The role involves building a team, expanding the existing donor pipeline, maintaining strong donor relationships, and designing an overall strategy for effective fundraising. Peepul is currently at an annual budget of INR ~25cr and this role will be critical to develop and manage the funding goals, as well as continue the strong growth trajectory for the organisation.

Responsibilities would include:

- Work closely with the CEO to build and implement a sustainable fundraising strategy to support Peepul's programs
- Identify and research suitable new prospects: foundations, corporates and individuals for Peepul, and cultivate these relationships on behalf of the organization
- Lead and build high-level strategic partnerships with Corporates in India aligned with Peepul's growth-strategy. The position will be instrumental in securing multi-year partnerships.
- Manage progressive international Foundations that support Peepul's work, maintain strong reporting and communication with these donors and proactively engage to share impact data
- Create tools, systems and processes to manage the past/current/plausible donor base of the organization and create yearlong funder pipeline
- Maintain relationships with existing donors and respond to their requests regularly and keep updating them about Peepul's work
- Represent Peepul's fundraising externally, and enjoy being a visible part of a successful organization
- Manage the communications and social media outreach and engagement in order to magnify Peepul's visibility

Qualifications

Experience:

- 10-15 years total experience with at least 8 years' experience in managing teams, mentoring staff, and managing partnerships with Indian and International donors and other stakeholders.
- Has a strong network of existing relationships with CSR, philanthropic organizations will be an added advantage.

Skills and knowledge:

- Experience of working with a wide range of funders -including high net worth individuals, Indian and international foundations and CSR roles will be considered as relevant background
- Has a deep understanding of donor mindset; and proven ability to build, manage and develop key stakeholder, client and donor relationships.
- Has a proven track record of meeting challenging fundraising targets that has directly resulted in increased income for an organisation.
- Proven experience of negotiating with senior stakeholders, both internally and externally
- Experience in contract/MOU management and due diligence process



Personal Attributes:

- Strong alignment with Peepul's mission of providing quality education and building stronger education ecosystems in India
- Results-focused with a strong sense of ownership
- Is flexible, highly organized and able to prioritize work to meet deadlines
- Diplomatic and skilled in achieving results through influence and personal credibility
- Able to think creatively, with discerning and sensible judgement
- Openness to listen, learn and contribute beyond the confines of this role
- Hardworking, detail orientated, tenacious and systematic
- Able to manage diverse groups of stakeholders

Compensation and Benefits

Compensation will be commensurate with the qualifications and experiences.

Peepul is a people-first organization, and offers a range of employee benefits, including a generous health insurance (for self, spouse and first two children), a generous leave policy, relocation benefits, PF, Gratuity, communication and travel reimbursements, etc.

Application Process

All open JDs are available on www.peepulindia.org/careers.

To apply for this position, please submit your application with a **CV and cover letter** as an email to recruitment@peepulindia.org, with the subject "Application for <<Role Name>>". Please ensure that your CV includes relevant professional and personal experience and details on academic qualifications.

Additionally, we encourage you to use your cover letter to highlight why you want to work for Peepul and are interested in this particular role.

Please contact us at recruitment@peepulindia.org for further queries (if any).