



## Job Description:

### Fundraising and Partnerships Manager

Pratham Institute for Literacy, Education and Vocational Training

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**About Pratham and Pratham Institute:** Pratham is India's largest NGO working to provide quality education to underprivileged youth and children in over 21 states and union territories across the country, with a range of interventions. The Pratham Institute for Literacy, Education and Vocational Training is Pratham's vocational skilling vertical, launched in 2010 with a mission to create sustainable programs for training and retraining of youth for employability or entrepreneurship. We work across the country to provide individuals with the employability skills needed to address India's growing need for skilled manpower. Pratham is a widely recognized organization, having received notable awards such as the WISE Prize for Innovation, Skoll Award for Social Entrepreneurship, the Henry R Kravis Prize in Leadership and the CNN-IBN Indian of the Year for Public Service.

Our training centers are spread across 16 states in India. We have trained 1,00,000 students till date in various skills through our Industry specific courses in Hospitality, Construction, Electrician, Automotive and Bedside Assistance with emphasis on placing youth in jobs. Our placement rate for 201817-18 has been 80%+ across programs. We also run Entrepreneurship programs cater to people who have an entrepreneurial mind set and have supported 1,500+ entrepreneurs to set up / scale their own micro-enterprises. We have also trained over 60,000 people in digital literacy through our Education for Education Program.

Pratham Institute is a uniquely hybrid social enterprise with the energy and innovation of a start-up backed with the scale, resources, brand and network of India's biggest NGO. We attempt to leverage these strengths to innovate and develop financially sustainable, cutting edge solutions to the problems of providing large-scale information dissemination about jobs, access to training to reach employability, certification of skills, and provision of subsequent employment or self-employment opportunities. Pratham is also known as a launch-pad for young talent – our alumni have started significant organizations like Akshara Foundation, PRS and Kaivalya, and are regularly selected for elite education programs, including at Ivy League institutions like Harvard and Wharton. For more details, refer to <http://pratham institute.org/>

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### Job Description

The primary responsibility of this role is to manage existing donors and develop & lead partnerships and communications with key donors, organisations for CSR partnerships, Pratham's international chapters, impact funds, foundations, HNIs. The role would involve:-

- Manage key relationships with major supporters including large donors, board members, government officers and others
- Leading the project management value chain (ranging across developing specific initiatives with different donors, designing success metrics and impact assessment

processes, monitoring implementation, conducting analysis and preparing reports to manage relationships with the donor)

- Liaison with Pratham's international fund raising chapters in the US and UK to develop and manage donors and HNIs from these countries
- Develop strategic partnerships and collaborations with other innovative organizations in the skills development space to develop cutting edge solutions (eg. Micro-finance organizations, rural outreach experts, technology innovators, etc)
- Designing and conducting CSR events in conjunction with other Pratham verticals to develop relationships (financial, knowledge sharing, information dissemination, etc) with new partners and leverage the national focus onskilling
- Any other activities required to generate funds and develop partnerships to enable exponential expansion of Pratham Institute

### **Suggested candidate profile:**

- Candidates interested in social enterprise (for-profit/financially sustainable) as a means of creating impact, and wishing to learn how to run and scale such organizations
- Candidates with strong English communication skills and expertise in MS Office applications (word, excel & powerpoint) or willingness to learn rapidly
- Education qualification: Minimum graduate with 0-5 years of work experience
- Willingness to travel to different locations across India, as required
- Ability to handle multiple projects and tasks in an entrepreneurial environment
- Ability to take leadership in ambiguous situations, even when unsupervised

**Location :** Mumbai

**Remuneration:** Rs. 25,000- Rs 32,000 per month (negotiable and based on prior experience)

**Application Process:** Email your Resume plus a Statement of Purpose (max 500 words) to [ankit.rathod@pratham.org](mailto:ankit.rathod@pratham.org), [riddhima.kedia@pratham.org](mailto:riddhima.kedia@pratham.org)