

Job Description: Fundraising and Advocacy, India

About STIR Education

We see teachers as the solution, not the problem, in addressing the global learning crisis that affects 250 million children in developing countries today. We motivate and network teachers so they can improve their own practice as well as influence their peers and the wider system. The networks are deeply embedded into education systems, both government and private.

The core model underpinning the STIR strategy is a three-year teacher journey that gives teachers the opportunity to collaborate with peers in local networks and gain exposure to evidence based practices. There is a strong focus around impact measurement at the teacher motivation, classroom practice and student learning outcome level; and in building deeply into government systems through training and supporting government staff to run the approach.

Founded in 2012, STIR is a fast-growing international education NGO, headquartered in London and currently operating in India and Uganda. By 2020, we are looking to grow a movement of 120,000 teachers impacting 4.5 million children. We are seeking to develop our model so that it can be replicated in other countries post 2020 and contribute to reclaiming the noble status and moral purpose of teaching as a profession. By 2025 we aim to reach a movement of 1 million teachers, improving education quality for 40 million children.

We are a lean, energetic organisation that is guided by our vision:

To motivate, empower and build a movement of 1 million teacher changemakers by 2025, who improve their own practice as well as influence peers and the wider education system, thereby improving learning for 40 million children globally.

And we always strive to work in accordance with our values:

- We don't have all the answers upfront. - Instead, we empower people: with high expectations and support, we'll find the answers together.
- We'll continually listen, reflect, learn and improve – and lead through whatever obstacles come our way.
- We're united by a shared belief, passion and vision – which we'll build, achieve and grow together.

For more information about STIR and our mission please visit www.stireducation.org

The Opportunity: Fundraising and Advocacy, India

Application Deadline: 31st December 2016

Based in either **Delhi or Lucknow, India** and reporting to the Senior Manager, Donor Partnerships and Organizational Alignment and the India Country Director, you shall be responsible for supporting the strategic partnership with Government for deeper policy influencing as well as supporting the development of a long-term strategy for ensuring sustainable processes for corporate fundraising in India.

If you care about improving education for disadvantaged children across the developing world; positive and optimistic such that you can motivate others during challenging times; resilient and creative generating practical approaches to challenging situations; like the fast pace of growth of a social enterprise; love efficiency and day to day operations, humble as you work with people from a variety of backgrounds; this role is for you!

About the Role – Fundraising and Advocacy

POLICY & ADVOCACY:

- To support the strategic partnership with Government for deeper policy influencing
- To support in building strong foundation for STIR in India to co-develop, build and incorporate policy changes on teachers' motivation

GOVERNMENT PARTNERSHIP

- To help in identifying and setting up meetings with potential policy influencers/makers (MHRD, State Secretariats and Directorates) to generate awareness and excitement
- To develop framework for deepening the engagement with STIR's existing stakeholders in Government to co-own and sustain the model
- To set up and hold necessary meetings with existing stakeholders to keep them aligned with STIR theory of change
- To work on potential possibilities of stakeholders exposure to various STIR operating states
- To create platform for cross learning between states in particular and at country level in general
- To lay foundation for long term policy change by generating awareness, deepening relationship and co-owning the model by the Government
- To work closely with STIR Head-Communication to help in developing appropriate messaging and communication tools for different Government stakeholders to meet the objectives

POLICY RESEARCH & ADVOCACY

- Review existing policies (Education Policy, New Education Policy-draft, JRM reports and planning commission documents, relevant gazettes etc.) on education and teachers development to help in aligning the STIR approach to Government priorities
- To develop regular updates on Government policy initiatives in states and MHRD to share internally and externally
- Share the relevant policy information internally and organize need based orientation sessions for detailed discussion
- To develop STIR India advocacy plan to build the case on teacher motivation
- To help in developing strong case studies and impact stories to generate excitement and ensure Governments buy-in
- To help in creating strong policy advisory to influence policy change in long run
- Provide follow up support in terms of in-service teachers' development when needed
- To coordinate with Program Heads/AHs to have updates on different state policy initiatives pertaining to education and teacher development

INDIA CORPORATE FUNDRAISING:

- To support the development of a long-term strategy for ensuring sustainable processes for corporate fundraising in India
- To implement the strategy to meet the fundraising targets

DONOR PROSPECTING & ACQUISITION

- To set up and hold meetings with the senior management teams (such as HR head, CSR head, Marketing head and Head of Corporate Affairs) of potential corporate organizations to explain STIR India's focus thematic areas and showcase the work currently being undertaken
- Representing STIR India in different corporate forums and events, CSR seminars and conferences, nationally, to network with prospective corporates and improve the visibility of the organization
- Create and update the prospect trackers, monthly proposal trackers
- To coordinate with the Programme Implementation team to obtain inputs on current programmes, case studies etc. that can be incorporated in the pitch presentations
- To create pitch presentations, case studies, and audios/videos for showcasing existing interventions

PROPOSAL DEVELOPMENT

- To ensure the timely development of proposals and concept notes as per donor requirements in coordination with the programme team
- To participate in the process of conceptualizing and writing proposals and provide donor perspective and clarify donor requirements
- To finalize the proposal to be sent to the donor after incorporating all the feedback received from the Senior Manager

DONOR MANAGEMENT & RETENTION

- To extensively communicate with the Programme Implementation team to obtain programme information and updates
- To conduct regular meeting with donors to provide them programme updates and current programme status
- To ensure regular interaction with the STIR programme team to share updates and exchange information regarding events, activities and new partnerships
- To encourage donors to conduct programme visits for getting first-hand experience and information regarding the programmes being implemented by STIR India
- To review the itinerary for field visits in accordance with the field visit guidance document in place and accompany the donors on these field visits
- To provide timely resolution of queries raised by corporate donors
- To review and ensure timely submission of donor reports to all the corporate donors
- To ensure effective key account management to enhance donor retention and receive grant extensions
- To maintain an active pipeline of prospective corporate partners to meet Fundraising targets for Corporate partnerships as per the mandate (twice the fundraising target)

- To maintain a pipeline for closures and realizations in the financial year comprising both new and existing corporate partners

PARTNERSHIP AGREEMENTS

- To provide inputs for the creation of grant agreements/contract with the corporate partners to ensure they meet donor requirements
- To review the grant agreements to ensure compliance to STIR India's procedures, system and ethical guidelines issues
- To manage the grant agreements for corporate partners in terms of seeking extensions or tracking under-spends

Required Skills & Experience

- At least 2-4 years of work experience
- Strong identification with STIR values
- Previous exposure to the education sector not essential
- Interest and awareness of government policy
- Experience working with government highly desirable
- Mix of education/social sector/business experience highly desirable
- Strong relationship builder - ability to work with people at different levels of seniority
- Able to work well internally with all elements of the team
- Proven experience of problem solving and seeing initiatives through, working closely with others
- Strong multi-tasker able to smoothly juggle multiple priorities
- Strong business writing, presentation building and project management skills
- Excellent communication skills and ability to work across cultures
- Demonstrated attention to detail and quality, with ability to see the bigger strategic picture

Application Process

Please share your latest CV/resume with a covering letter, citing your current compensation, to Emma Dennis, edennis@stireducation.org quoting the subject line as "Application for: Fundraising and Advocacy, India" - Please apply prior to the application deadline of December 31st, 2016.

Due to a high number of applications, unfortunately we will only be able to contact those that have been shortlisted. Female candidates are encouraged to apply. We recognise local contexts and assure safety and security for all our employees.

STIR Education is an equal opportunity employer. We consider applicants for all positions without regard to race, colour, religion, creed, gender, national origin, age, disability, economic status, marital status, sexual orientation, or any other legally protected status.