APPOINTMENT FOR MANAGER, DONOR PARTNERSHIPS AND COMMUNICATIONS
ABOUT STIR EDUCATION

We are an international NGO that is addressing the moral and economic imperative that every child, everywhere, should have a teacher who cultivates the joy of lifelong learning. At a practical level, that means we support governments to reignite intrinsic motivation in teachers and local officials, through teacher networks. Our vision is a world where teachers love teaching and children love learning. Since 2012, we have reached 200,000 teachers and 6 million children across 70 districts in India and Uganda.

OUR MODEL

We achieve this through a five-year learning partnership with an education system, where we align all levels of the education system (officials, teachers and children) around the goal of increasing intrinsic motivation.

Practically, this means that teachers undergo monthly network meetings with about 20 to 30 local peers. Through these meetings they’re supported to develop their practice in areas ranging from effective questioning to creating warm but orderly classroom routines – all designed to create a more effective relationship between the teacher and child. In doing so, they develop a sense of autonomy (the sense they can change things), mastery (sense of getting better as a professionals) and purpose (reconnecting emotionally with their peers and students) – the key drivers of intrinsic motivation.

District officials undergo a training and coaching programme that motivates and supports them to prioritise, run and monitor the teacher networks and a close partnership with the state or national government enables the government to align this intrinsic motivation approach within their priorities, structures and systems.

The approach is run by the government from day one and after about five years of partnering with an education system, we hope to have embedded a culture of improvement at all levels for the system to continue to strengthen itself. We typically allocate one member of our own staff per district to train, energise and coach the district officials running the approach, and a small team at the national or state level.

OUR VALUES

How we approach our work is as important as what we do, and our core values guide the way:

- **Humility** – We don’t have all the answers upfront.
- **Ownership** – We empower each other with high expectations and support.
- **Openness** – We will listen, learn and improve, and lead through obstacles.
- **Purpose** – We’re united by a shared vision we’ll build and achieve together.
MANAGER – DONOR PARTNERSHIPS AND COMMUNICATIONS

THE OPPORTUNITY

We are seeking a highly capable and motivated person to help us with stakeholder and global pipeline management.

The Manager – Donor Partnerships and Communications is a critical post within STiR’s Donor Partnerships and Communications team. The Manager will be based in Delhi, Bangalore or Chennai, and will lead on our global stakeholder management as well as being the point person for the curation and management of our prospecting list.

Reporting to the Senior Manager – Donor Partnerships and Communications, this position is part of a global team with the responsibility of raising more than GBP £2.3m per annum and curating and sharing learning both internally and externally.

ROLES AND RESPONSIBILITIES

STAKEHOLDER MANAGEMENT

i. Help to develop and implement strategic communication plans that directly enhance the organisation’s strategic objectives, including strengthening our brand and stakeholder management.

ii. Ensure that our communications advance our mission and vision through stories, images, videos and words.

iii. Develop plans for specific projects, events and campaigns with clear objectives and evaluation processes.

iv. Create and manage content for different communications channels including our global website, newsletters and social media.

v. Monitor engagement and reporting on our communications activities.

vi. Support our internal staff to provide a consistent and impactful message that promotes the mission and vision of the organisation.

vii. Support the delivery of in-person and virtual events.

viii. Support internal teams to develop content and collateral to engage with a wide range of stakeholders including current and potential funding partners.

ix. Support our internal staff to use our brand templates and adhere to our brand guidelines.

x. Support all teams to monitor their engagement with key stakeholders, including management of our fundraising pipeline.
PROSPECT SELECTION AND REVIEW

i. Research potential partners globally including prospects for fundraising.
ii. Refine criteria for prospect selection/prioritization (building off STiR’s existing process).
iii. General review and analysis of STiR’s portfolio and current approach.
iv. Targeted review of existing prospecting lists – which prospects may now be viable? And if so, deliver recommendations and lead on how to access the organisation.

KEY COMPETENCIES REQUIRED

i. Outstanding communication skills.
ii. Strategic, analytical and critical thinking skills.
iii. Personal commitment to excellence and quality.
iv. Values-driven role model.
v. Dynamic self-starter that demonstrates creativity and initiative.
vi. Intrinsically motivated to learn and grow.
vii. Honesty and integrity.

EXPERIENCE AND ACADEMIC QUALIFICATIONS

i. Relevant degree in Communication, Public Relations Management or related.
ii. 3-5 years’ relevant experience in communication and/or stakeholder management.
iii. Practical experience of delivering a communications and engagement service.
iv. Experience of working in organisations with global teams.
v. Experience dealing with stakeholders (internal or external) and stakeholder engagement.
vi. Experience of working in partnership with the public and private sector and the ability to maintain productive and collaborative working relationships at all levels.
vii. Visual and/or video design skills would be highly desirable.

REMUNERATION AND BENEFITS

A consultancy fees of ₹73,796/- per month (₹8,85,550/- per annum) will be paid for your service (subject to relevant taxes at source), along with Medical Insurance for yourself, spouse and up to two children.

APPLICATION PROCESS

If your skills, experience & priorities align with STiR’s vision, mission & values, and you want to grow with STiR’s journey, please apply here for the role of Manager – Donor Partnerships & Communications. The full interview process will include a variety of assessments and interviews.