SENIOR MANAGER
DONOR PARTNERHIPS 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. In our sixth full year of operations, we are working with 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 & support.
Openness – We will listen, learn and improve, and lead through obstacles.
Purpose – We’re united by a shared vision we’ll build & achieve together.
THE OPPORTUNITY

This role is a key position within the Donor Partnerships and Communications function. The post holder will take a lead in acquiring high-level strategic partnerships with corporates, corporate foundations, institutions and HNIs in India. The position will be instrumental in securing multi-year partnerships while also being responsible for retaining and growing the existing funding relationships.

It will be key to helping STIR to become a truly 'glocal' organisation, with developing strong funding partnerships and providing the best in class service to funding partners within the Indian landscape. The candidate will report to the Head/Associate Head of Partnerships and Communications based in India.

ROLE AND RESPONSIBILITIES

1. Fundraising
   - Analyse, implement and monitor new growth potential for fundraising through lead generation
   - Proactively network and collaborate with wide range of stakeholders with key focus on funding entities (corporate/ institutions/ HNIs), partner NGOs and communities to build relevant partnership and enhance opportunities
   - Develop partnerships and strategic engagements with funding entities across different parts of the country and sectors including project funding, co-branding, payroll giving
   - Reach out to potential funders and ensure adequate follow-ups for acquisition and retention
   - Develop project proposals, concept notes, presentations and budgets (with support from Finance)
   - Conceptualise, plan and execute fundraising events
   - Manage, expand and develop commercial partnerships to actively increase levels of income and effectively achieve annual fundraising targets
   - Identify new sources of support through networking, pitches and social media, and build relationships with new businesses and other sources

2. Donor Servicing
   - Manage relationship with current and new funders
   - Manage donor relationships including their reporting needs on a continuing basis and ensure timely reporting and due diligence as per expectations
   - Ensure that all prospective and current funder details are accurately recorded in the database and up to date with actions and next steps
   - Undertake regular review of fundraising activities and achievements related to agreed targets and cost/income ratio
   - Liaise with programme and monitoring evaluation team to ensure a good understanding of the program

3. Internal
Work with teams across the organisation in order to progress fundraising efforts
Develop strong working relationship with Finance and Admin, Strategic Communications and Programmes teams to support development of proposals, sharing learning and retaining donor engagement
Utilise and promote stories of change and progress of projects through social media channels driving engagement of donors/funders

REQUIRED SKILLS AND EXPERIENCE
- Experience in corporate and institutional fundraising
- Experience in HNI fundraising desirable
- Proven track record of securing multi-year funding from corporate and institutions
- Robust understanding of corporate giving landscape in India
- Strategic thinker with the ability to translate ideas into action.
- Ability to learn and adapt rapidly based on feedback.
- Results-oriented and operate with an entrepreneurial mind-set.
- Thrive in a fast-paced environment and comfortable working and problem solving under uncertainty.
- Confidence and ability to present ideas and themes to colleagues and external organisations both orally and in writing.
- Strong planning and project management skills.
- Excellent spoken and written English.
- An understanding of the Indian education, systems and policy is highly desirable.
- A team player with the aptitude to work with a range of stakeholders, and also the ability to work independently with minimal supervision.
- A minimum of 4-5 years work experience desired.
- Strong attention to detail and to see things through to a very high standard
- Strong planning and project management skills.
- Demonstrated abilities in MS Office, particularly Word, PowerPoint and Excel.
- Willingness to travel in India at regular intervals.
- Commitment to STiR values.

REMUNERATION AND BENEFITS
A gross salary of INR 103,363/- per month (12,40,355/- 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 the requirements of this role, please apply here for the role of Senior Manager – Donor Partnerships and Communications.