

American India Foundation – Regional Head (West) Strategic Partnership

About American India Foundation:

The American India Foundation is committed to improving the lives of India’s underprivileged, with a special focus on women, children, and youth. AIF does this through high impact interventions in education, health, and livelihoods, because poverty is multidimensional. AIF’s unique value proposition is its broad engagement between communities, civil society, and expertise, thereby building a lasting bridge between the United States and India. With offices in New York and California, twelve chapters across the U.S., and India operations headquartered in Delhi NCR, AIF has impacted 12.9 million lives across 35 states and union territories of India.

Visit www.AIF.org to learn more about AIF’s work.

Job Overview:

The position of Regional Head (West) Strategic Partnership will lead fundraising and developing strategic partnerships and initiatives for the region.

The incumbent will be primarily responsible for fundraising in the region (India). In this role, the incumbent will be working in close collaboration with internal and external stakeholders including state governments, regional donors and communities, focusing strongly on sustainability and scalability (external) as well as Program Directors, Support functions(internal) to contribute to organization success. Overall, the delivery of strategic initiatives by the incumbent will contribute towards creating and expanding a more effective AIF community that is committed, excited, and passionate about AIF’s mission, impact and influence.

- **Reporting:** Director – Strategic Partnerships
- **Position Availability:** Immediately
- **Locations:** Mumbai – West

Key Responsibilities:

1. Fundraising, Resource mobilization & stakeholder stewardship (primary)

- Landscape mapping of the western region for identifying opportunities for partnership with CSRs/ donor organizations including Government and PSU to increase the portfolio of sustainable partnerships.
- Work with the Director-Strategic Partnerships on strategic funding issues, develop donor plans and donor influencing in close cooperation with other programs/ units.

THE AMERICAN INDIA FOUNDATION TRUST

ADMINISTRATIVE OFFICE: 1003-1005, DLF City Court, M.G Road, Near Sikanderpur Metro Station, Gurgaon-122002.

T: 91.- 0124 -.4551850 F: 91.124.4551888 www.aif.org info@aif.org

REGISTERED OFFICE: 445, Fourth Floor, DLF Prime Towers, Okhla Phase -1, New Delhi 110020

- Collaborate with Director - Strategic Partnerships to create a portfolio of UHNI's in the region, beginning with Mumbai / Hyderabad respectively.
- Lead on prospect research, development, cultivation, and stewardship of corporations/foundations in the region.
- Make representational and fund related visits across the region and effectively contribute to program development and proposals.
- In this capacity, serve as the primary spokesperson and relationship manager for the organization and promote cooperation towards achieving a collective vision of social impact as well as ensuring regular impact reporting as per terms of the agreement.

2. Organisational Representation (secondary):

- Work closely with the program team in planning and developing an overall region-wise strategy, and execution plans for all ongoing programs and upcoming projects.
- Adherence to timelines of committed deliverables to all donor-driven projects and requirements in the region.
- Represent AIF in various stakeholder meetings including donors, and local and district government authorities.

Qualifications & Experience:

- Full time master's degree/ diploma or higher in Management/ Social Science/ Development Studies or any other equivalent discipline.
- Minimum 10 years of experience in fundraising.
- Those with business development experience in social impact arms or agendas of for-profit organizations are welcome to apply.
- Experience of working with CSR, Smart Governance Initiative would be an added advantage.
- Experience of working in a non-profit organization would be preferred.

Skills & Competencies:

- High level of team management and interpersonal skills and exhibits self-awareness.
- Strong networking and representation skills with both internal and external stakeholders.
- Excellent written & verbal communication skills; sound representational abilities.
- Strong conceptual and analytical awareness of program quality and other implementation challenges faced by team and partners.
- Strong Leadership skills.
- High personal and professional integrity.
- Good knowledge about government regulations and policies.
- Willing to travel extensively to and within project locations.
- Experience of working with PSU's/CSR would be an added advantage - qualified candidates from other sectors are welcome!

Other: Salary commensurate with experience.

Application Process: To apply for this position, send your CV and cover letter describing your suitability for the role with the subject line "**Regional Head – SP, West**" to indiarecruitments@aif.org.

Only applications of short-listed candidates will be acknowledged.

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