

About Dhwani Foundation:

Dhwani Foundation is a Bengaluru based registered trust. Its primary objective is to improve the productivity & efficacy in the social sector, through organizational development programmes, technology enablers, system & process improvement and sectoral strengthening. Log on to www.dhwanifoundation.org for more details.

Currently foundation's work is spread in Karnataka, Tamilnadu, North-East and other parts of the country, supporting close to 1500 grassroots NGOs through various initiatives. Dhwani foundation also works with the Government, Donors, NGO Federations, Academia and other stakeholder to promote a vibrant and credible social sector. Dhwani foundation is a team of 30 members from diverse fields who bring-in interesting dimensions to the work.

Position: Senior Fundraising Manager (Full time)

Location: Bangalore but involves extensive travel across different parts of India

Purpose of the Job:

1. Understand the purpose of our NGO's existence, and in-depth knowledge of our overall goals, objectives, values, policies, and programmes.
2. Evangelize OD and small, medium & rural NGOs.
3. Raise funds for DF programs and for DF's partners.
4. Market and enroll clients into DF's Donor engagement programme.

Responsibilities:

- Achieve fundraising targets set by DF leadership.
- Understand the purpose of DF's existence, and in-depth knowledge of our overall goals, objectives, values, policies and programs.
- Research the sector from a fund-raising perspective and build partners and channels.
- Research potential donors and understand their policies and fitment.
- Work with our Leadership team to finetune & execute a fundraising strategy.
- Create and maintain a database of donors and establish contact including face to face meetings with key personnel in their organizations.
- Identify opportunities for grants from donors and create proposals for submission to donors.
- Find ways to identify potential donors for our partner NGOs and meet internal fund raising targets.
- Identify and evangelize our Donor engagement program, enroll clients.

- Maintain regular communication with donors, build relationships & document efforts.
- Manage all pre grant and post grant engagements to maximize relationships.

Experience:

At least 5 to 8 years in Donor-facing roles for Organizational Development.
Experience in Fundraising for NGOs will be an added advantage.

Skills & Knowledge:

Must have:

Bachelor's degree in any discipline from a reputed University/Institution.

Fundraising for the Social sector

Good presentation, negotiation, and relationship management skills

Comfortable using Microsoft Office Suite

Desirables:

Master's degree (MBA) in Marketing or equivalent is an advantage

Target driven high-performer with a history of meeting/exceeding targets

Exposure to different Languages including English Hindi and Tamil

Salary Offered: 10-12 Lakhs Per Annum negotiable based on experience and skills

Application Process:

To apply for this position, send your CV and cover letter explaining why do you think you are a fit for this position to careers@dhwanifoundation.org

You can also get in touch with us via Call or WhatsApp on +91 9986028346