

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: Fundraising Manager (Full time)

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

Purpose of the Job:

1. Evangelize Organisational Development and small, medium & rural NGOs.
2. Support engagement initiatives with the Donor community.
3. Lead fundraising efforts for DF programs and for DF's partners.

Responsibilities:

- Meet fundraising goals and objectives set by 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.
- Engage with donors and establish relationships to further Dhwani's mission.
- 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 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: 6- 8 Lakhs Per Annum, negotiable based on experience and skills

Application Process:

To apply for this position, share your CV with a covering letter to careers@dhwanifoundation.org "Fundraising Manager" as the subject line. Will be helpful if you share a link to your LinkedIn profile.

Only short-listed candidates will be contacted.