

American India Foundation (AIF) Director- Strategic Partnerships

Position – Director (Strategic Partnerships)

Reporting – Country Director

Location - Gurgaon

Background

The American India Foundation (AIF) is committed to catalyzing social and economic change in India, and building a lasting bridge between the United States and India through high-impact interventions in education, livelihoods, public health, and leadership development, with a focus on women, children and youth. Working closely with local communities, AIF partners with Corporates and NGOs to develop and test innovative solutions and with governments to create and scale sustainable impact.

All of AIF's programmes are mature, established proof-of concepts with long track record of delivering impact across India. They are at a crucial moment of exponential scalability through strategic partnerships and capital infusion. We are looking for a dynamic, growth-minded business development professional who has a demonstrable track record of expanding revenue streams through both traditional and innovative partnership approaches.

Founded in 2001 at the initiative of President Bill Clinton following a suggestion from Indian Prime Minister Vajpayee, AIF has impacted the lives of 5.6 million of India's poor. With offices in New York and California, twelve chapters across the U.S., and India operations headquartered in New Delhi, AIF is transforming lives across 24 states of India while addressing these issues on a regional, country, and international scale. Learn more at www.AIF.org

Job Summary

As a member of the India Leadership team, and working with programmes teams in India and development teams in the US, Director- SP will lead AIF's efforts on developing and managing the India Fundraising Strategy. S/he will focus on expanding relationships with the CSR ecosystem with a special focus on Corporations, Corporate/Promoter led Foundations, Industry Associations (USIBC, USISPF, CII, Nasscom and others), Public Sector Enterprises and governments for fund raising and strategic partnerships benefitting AIF's current and future programs. S/he will also be

responsible for developing AIF as a knowledge brand for CSR investments. The role also requires the incumbent to track and apply for funding opportunities in the institutional and government funding, besides being plugged into the emerging and innovative funding options such as DIBs etc. S/he will work as a liaison between investors and the AIF program team to create and execute social impact projects of mutual interest.

Key Responsibilities:

1. Mission-driven relationship development/business development including but not limited to Fundraising (50%)

- Pro-actively establish relationship with CSRs/ donor organizations to solicit funding and other strategic tie-ups with AIF.
- Represent AIF in relevant knowledge seminars/ conferences to spread awareness of our work.
- Work with the Country Director on strategic funding issues, develop donor plans and donor influencing in close cooperation with other programs/ units
- Make representational and fund related visits across the country program and effectively contribute in program development and proposals
- Ensure a robust and health pipeline of prospects at all time
- Support the AIFT country program teams in developing annual funding plans
- Analyse and provide advice to program staff on the formal requirements of the different donor agencies in relation to AIFTs development programs

2. Understanding CSR motivation and fostering innovations (20%)

- Understanding Corporate CSR (Impact/Branding) goals and build programs of mutual interest in consultation with program teams.
- Develop AIF as a knowledge center for CSR investments by organizing knowledge events, writing papers etc with peer/partner organisations.
- Actively monitor emerging partnership opportunities such as Development Impact Bonds, Impact investment and other forms of innovative financing for development.

3. Manage existing relationships (30%)

- Manage current relationships and expand them in terms of financial resources, coverage or programs.
- In this capacity, the role would serve as primary spokesperson and relationship manager for the organization and promote collaborative cooperation

towards achieving a collective vision of social impact. He/she would ensure regular impact reporting as per terms of the agreement.

- Promote quality contract management and ensure donor compliances and timely reporting
- In conjunction with the Country Director, Finance Director and program teams, ensure effective allocation and use of these funds
- Ensure quality and consistency in relationships with institutional donors
- Strengthen relationships with key donors by building fundraising capacity with program teams and inducting new staff on funding issues

4. People Management:

- Effectively line manage the Strategic Partnerships team
- Responsible for effective performance management and goal setting for direct reports
- Ensure high level of capacity building of team

Skills & Competencies:

- Post Graduate Degree in Social Sciences, International Development or Business Administration.
- Minimum 8-10 years of experience; with demonstrated ability to build partnerships and work with multiple stakeholders.
- Experience of working with both private and social sector strongly preferred with an understanding of both business management practices and passion for social sector issues.
- Experience in financial modeling/proposal writing/fund raising
- Ability to work effectively with others-influencing, supporting, following as required in order to achieve fundraising targets
- Strategic thinker with proven analytical skills, with a vision for institutional capacity building and sustainability
- Entrepreneurial and innovative in approach to the management of objectives. High level of energy & commitment to excel.
- In-depth understanding of national/international developmental issues; with belief in 'principles of partnership' for development.
- Exhibits self-awareness and personal management skills.

- Sound financial knowledge and understanding.
- Excellent written & verbal communication skills; sound representational abilities.
- High personal & professional integrity.
- Willingness to travel.

Reporting: The position will report to Country Director.

Other: Salary commensurate with experience.

Position Availability: Immediately

Application Process: To apply for this position, send your CV and covering letter describing how you meet the specifications for this role and what you bring to it to **spdrecruitment@aif.org** with subject line “**Director- Strategic Partnerships**”.

Deadline for applications: **5th October’19**.

Only applications of short listed candidates will be acknowledged.