

## **Deputy Director- Strategic Partnerships**

**Position: Deputy Director - Strategic Partnerships**

**Reporting: Director - Strategic Partnerships**

**Locations: Mumbai, Bangalore**

### **Background**

The American India Foundation 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. Working closely with local communities, AIF partners with NGOs to develop and test innovative solutions and with governments to create and scale sustainable impact. AIF's programming seeks to achieve gender equity through developing inclusive models that focus on and empower girls and women. 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](http://www.AIF.org)

### **Job Summary**

The role's focus would be to develop and manage relationships with the CSR ecosystem with a special focus on American Corporations, Corporate/Promoter led foundations, CSRs of Industry Associations and Public Sector Enterprises for fund raising and strategic partnerships benefitting AIF's current and future programs. She/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 sensitive to the emerging and innovative funding options such as DIB's etc. She/he will work as a liaison between investors and the AIF program team to promote social impact projects of mutual interest. The role would be a key contributor towards strategic fundraising for the organization with the ability to work with dynamic, diverse individuals in India and exposure to the team in the US, remotely.

### **Key Responsibilities:**

#### **1. Relationship Development/Business Development including but not limited to Fundraising (50%)**

- Establish relationship with CSRs/ donor organizations to scout for funding and other strategic tie-ups with AIF.
- Represent AIF in relevant knowledge seminars/ conferences to spread awareness of our work.

- Work with the Director-Strategic Partnerships 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 state and effectively contribute in program development and proposals
- Support the AIFT country program teams in developing annual funding plans
- Analyze and provide advice to program staff on the formal requirements of the different donor agencies in relation to AIFTs development programs

## **2. Manage Existing Relationships (30%)**

- Manage current relationships and expand them in terms of dollars, 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, Director-SP 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

## **3. 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.

### **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

- Proven analytical skills and Strategic thinker, 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 directly report to Director-Strategic Partnerships.

**Other:** Salary commensurate with experience.

**Position Availability:** Immediate

**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 [spdre recruitments@aif.org](mailto:spdre recruitments@aif.org) with subject line "**Deputy Director- Strategic Partnerships**". Only applications of shortlisted candidates will be acknowledged.