



Job Description: Lead, Resource Mobilisation and Partnerships

About SEEDS

SEEDS is a not-for-profit organisation that helps make communities resilient through comprehensive interventions in the areas of disaster readiness, response, and rehabilitation. Since 1994, the organisation has worked extensively on every major disaster in the Indian subcontinent, integrating locally based approaches to build the long-term resilience of the communities it serves. SEEDS completed 27 years of outstanding service to humanity in January 2021 and is re-anchoring its approach to building resilience through innovation. It continues to empower the most vulnerable across Asia to build a better future. For more information, visit www.seedsindia.org

Position

The Lead, Resource Mobilisation and Partnerships will be an individual contributor in the team to further the organisation's fundraising program and will be responsible for maintaining a healthy work relationship with supporting donors and partners. She/ he will directly report to Director, Resource Mobilisation.

Responsibilities

- a. Anchor the individual donation portfolio to meet annual targets
 - Expansion of individual donors both direct outreach as well as through various intermediaries
 - Implementing fundraising campaigns on giving platforms – Including designing content and creative
 - Implementing fundraising campaigns using social media platforms – Including designing content and creative
 - Fundraising events and campaigns using SEEDS Website – Including designing content and creative
- b. Increasing the reach of employee giving for SEEDS
 - Engaging with various corporates (HR & CSR) to encourage employee giving
 - Creating specific campaigns basis corporate preference in addition to any ongoing campaigns for individual donors
- c. Maintenance of Individual donor database through CRM and ensuring timely reporting with the support of other verticals
- d. Exploring new avenues to increase recurring individual donations
 - Exploring platforms and solutions for ease of giving (like WhatsApp)
 - Running of subscription-based campaigns
- e. Support in preparation of proposals
 - Coordination with program and other departments for proposals inputs
 - Drafting of proposals
- f. Support in outreach activities for SEEDS volunteers

Candidate must have

- Minimum of 5 years of proven, hands-on distinguished career in Fundraising or Sales (Ideally consumer sales)
- Exposure to Global Fundraising practices
- Advanced digital marketing skills including creating and managing content including creatives
- Excellent verbal and written communication in English
- Expected to execute campaigns by taking end to end responsibility individually
- Degree in Marketing / Business Administration / Journalism / Communications / Public Relations
- Interpersonal skills: Ability to build networks and strategic alliances and maintain relationships with donors and internal stakeholders with tact and sensitivity
- Planning and organising skills: Ability to coordinate inputs and activities across diverse teams spread across locations, and facilitate timely reporting of results and successes to donors

We value

- Ability to respond efficiently to complex emergency situations in the field
- Relevant experience in delivering on time, quality and on target
- Ability to make considerable and effective decisions and take clear action to address issues
- Attention to detail to spot challenges and opportunities
- Ability to collaborate with teams in a multi-cultural, multi-disciplinary environment
- Ability to work in partnerships
- Strong analytical and persuasion/negotiation skills, with the ability to influence, negotiate, motivate, advocate, and resolve conflict
- Ability to succeed in often interrupt-driven, ambiguous, and highly flexible environments
- Ability to work and deliver independently as well as part of a team
- Ability to understand the implications and assess the appropriate degree of acceptable risk and take actions to minimize risk

Location

New Delhi

Travel

Willing to travel 20% of the time.

Term

2 Years

How to Apply

Candidates with a passion to work in the humanitarian sector and with the above qualifications and experience may apply to joinus@seedsindia.org with the subject "Lead- Resource Mobilisation and Partnerships" in SEEDS -Delhi Office' latest by 30th October 2021. We are an equal opportunity employer and value diversity at our organisation. Please mention your current and expected salary, and joining time required.

For information about the organisation, visit us at www.seedsindia.org.