



ISDM

INDIAN SCHOOL
OF DEVELOPMENT
MANAGEMENT

Job Description: Director, Fundraising and Partnerships

About ISDM

ISDM got seeded as an idea in early 2016 when its founders came together with a common vision to launch a first-of-its-kind educational institution that would develop and groom the next generation of professional leaders and managers for the development sector. ISDM envisions to build Development Management as a stand-alone domain and an aspirational choice for professionals in the development sector - similar to what Harvard Business School did for the corporate sector by introducing Business Administration in 1908.

By 2025, ISDM aims to become the go-to management institute for top professionals wanting to transform the development sector for greater impact on people's lives. In order to achieve this aim, ISDM has identified three broad focus areas

1. Continuously building the one-year long Post Graduate Program in Development Management (PGP-DM);
2. Creating a strong research function that will lay the foundations for Development Management and leadership as a unique domain and discipline;
3. Launching Continuing Education Programs aimed at influencing and up-skilling middle to senior leaders in the social sector through special workshops, short-term courses, and customized convenings.

Since launching its flagship (and India's first) PGP in Development Management (equivalent of a one-year MBA) in 2017, the Institution has placed 200 young professionals on an accelerated path to build, manage and lead Social Purpose Organizations (SPOs). ISDM has successfully executed 46 short-term Open Programs across three cities inducting 142 development professionals from 49 SPOs as ISDM alumni who are now redefining what "impact at scale" means in the development sector. ISDM has created a national character for itself, attracting a diverse range of student and recruiting organizations from across the country. Over these years, ISDM has also built strong partnerships with leading philanthropists, academicians, advisors and practitioners.

ISDM has audacious ambitions to build a world class institution, become a global fountainhead of development management knowledge, and define the domain of development management for the Social Sectors. The belief is that Management for the Social Sectors (or Development Management) will significantly scale up the positive impacts on the lives of people in sustained ways.

ISDM is entering a new phase of growth with a revamped program and renewed focus on establishing itself firmly as a preeminent institution in its domain. This requires strategic and energetic institutional leadership.

Job Description

Director Fundraising and Partnerships will work closely with the President to design fundraising strategy, engage deeply with corporate houses, and build a strong fundraising team. The Director will be responsible for managing our funding and business development

activities - identifying and developing funding opportunities, responding to proposals and building new programme partnerships.

Key Responsibilities

- Identifying new avenues of business development for both domestic and international market
- Conceptualize, shape and implement a comprehensive and purpose-driven fundraising strategy to engage various corporates, trusts and foundations and build long-term sustainable relationships
- Understand the CSR ecosystem; analyse the philanthropic interests and priorities of various corporate houses and align them with appropriate fundraising opportunities
- Proactively identify, engage and build strategic relationships with corporate houses through purposeful engagements
- Prepare pitch materials and proposals tailored to our value proposition for new corporate partners
- Develop and maintaining a pipeline of prospective funder and corporate partners
- Prepare letters of inquiry, concept papers, and proposal submissions for new grants and grant renewals, with special attention to program narrative work plans, milestones and budgets
- Implement strategies to develop ongoing funding relationships with major donors, charitable trusts, foundations, and corporations
- Engage with internal key stakeholders in the organisation to fully understand the strategic priorities and research focus and co-create project ideas for fundraising across different projects of ISDM
- Work with the Project leads to compile donor/partner impact metrics and milestone reporting
- Track our commitments and reporting requirements, manage deadlines and prepare reports
- Work with the marketing team to develop communications material necessary for fundraising
- Analyse and mine market trends, information and data to identify avenues for fund-raising opportunities
- Participate and Organise networking events and industry forums to position ISDM, build a strong institutional understanding of industry trends and leverage them for partnership opportunities at ISDM.
- Build and manage executive and management level relationships at foundations and corporates (across multiple functions, eg. HR, volunteering, CSR, Access to Health, supply chain etc)
- Broadened engagement with current and potential corporate partners and donors
- Strive to exceed the set targets for fund-raising annually with the help of the team



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- Conceptualise the strategy, working papers along with goals and budgets for the financial year
- Undertake effective Due Diligence on Corporates, Trusts & Foundations, and Individuals to ensure the engagements with partners and donations are legally compliant and in line with codes of practice.

Educational Qualifications and Experience Required:

- The candidate should have a Master's degree in Management, Business Administration or Economics
- Minimum 15-20 years of work experience preferably B2B sales experience or not for profit fund-raise
- Association with philanthropy and fund-raise is a plus
- Outstanding relationship management skills and ability to present and influence at a range of seniority levels
- Comfortable working with ambiguity and adapting to latest market trends
- Excellent written and oral communication and presentation skills
- Ability to collect and assess information rapidly, identifying key points and drawing conclusions
- Strong attention to detail
- Adaptable to changing team needs and the organizational environment.
- Experience of working effectively in a team environment
- Able to conceptualise proposal and pitches for fundraising
- Financial Acumen
- Experience of utilising the organization brand and programmes for donor communication and engagement
- Brings fresh ideas and innovative thinking to the organization
- Understanding of the fundraising landscape – national and global, the issues and challenges to work with HNIs, CSRs and other private and public sector organisations

To apply: Send your resume to people@isdms.org.in