

Head Office Address:
4, Community Shopping Centre,
Anupam Apartments, Saidullajab,
MB Road, New Delhi 110068
Tel: +91 88005 15992 | E-mail: delhi@srijanindia.org
Website: www.srijanindia.org



@SelfReliantInitiativesThroughJointAction @srijanofficial @srijanofficial@srijan_india

JOB DESCRIPTION

1. POSITIONS VACANT: Team Leader – Resource Mobilization, Partnerships & Strategic Networking

2. ORGANIZATION BACKGROUND:

Founded in 1997 and registered as a public charitable trust in January 2000, SRIJAN is a grassroots implementation and support agency, committed to promoting sustainable and self-reliant models of rural development through interventions in agriculture, horticulture, natural resource management, and livestock.

Geographically spread over four states, SRIJAN works at the grassroots and collaborates with the state/central governments to help build both hard and soft infrastructure for the rural poor. It has been and continues to be in several policy-making bodies of the central government. It is supported by a range of well-known donors .

For more information, please visit <http://srijanindia.org/>

3. JOB DESCRIPTION

Designation: Team Leader

Location: Noida

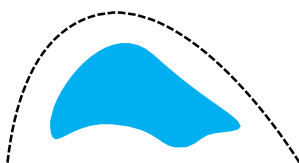
Experience

- 10+ years of progressive experience in fundraising and philanthropy with mandatory experience in CSR partnerships, within international NGOs, organizations, or social sector institutions
- Strong understanding of India's CSR regulations and philanthropic ecosystem
- Proven ability to build and sustain long-term donor and partner relationships
- Experience of managing donor pipelines and fundraising portfolios

Responsibilities

1. Resource Mobilization & Fundraising

- Develop and implement a resource mobilization strategy aligned with organizational priorities
- Identify and pursue funding opportunities from CSR, foundations, bilateral and multilateral agencies
- Lead proposal development, including concept notes, detailed proposals, and donor presentations
- Build and manage a strong pipeline of funding opportunities



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2. Partnerships & Networking

- Cultivate and manage strategic relationships with donors and CSR partners, government stakeholders aligned community development priorities
- Leverage industry platforms & other networks to expand partnerships and visibility
- Develop and negotiate long-term corporate partnerships that create shared value and measurable social impact.
- Represent the organization at sector conferences, donor forums, and strategic networking platforms

3. Programme Collaboration

- Work closely with program team to align fundraising opportunities with program priorities
- Collaborate with communications teams to develop compelling donor materials and impact stories
- Ensure compliance with donor requirements related to philanthropy and CSR funding.
- Design and facilitate meaningful engagement opportunities, including field visits, program briefings, and impact storytelling initiatives.
- Manage and grow a portfolio of high-value donors, with responsibility for building a strong and scalable fundraising pipeline aligned to organisational growth priorities

4. Donor Management & Communication

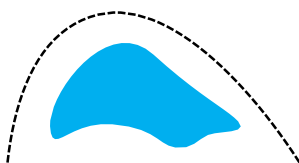
- Ensure timely and effective donor communication, reporting, and stewardship to maintain strong, long-term relationships
- Lead the development of high-quality proposals, concept notes, and donor presentations to secure philanthropic investments
- Strengthen organizational visibility and positioning within India's philanthropy and CSR ecosystem

4. QUALIFICATION

Master's degree in Development Studies, Rural Management, Public Policy, Business Administration, Engineering or related field

5. Skills & Competencies

- Strong communicator familiar with working independently in a cross-functional role; strong interpersonal, communication, facilitation, and presentation skills
- Strong research and analytical skills with the ability to evaluate and synthesize diverse funding opportunities
- Experience of partnering with and managing government relations
- Excellent written and verbal communication skills
- Strong strategic thinking & fundraising planning with high-level networking & partnership building
- Strong resource mobilization, negotiation & influencing skills
- Strong stakeholder management and relationship-building ability
- Understanding of rural development, livelihoods, and climate resilience is preferred



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6. Preferred Profile

- Experience working both at the grassroots and in external-facing roles
- Familiarity with platforms such as CSR forums, and donor networks
- High level of initiative, ownership, and adaptability

APPLICATION PROCESS:

If you are interested, please [apply](#) by or before May 25th, 2026.

