

### Job Description: Head-Corporate Partnership

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| <b>Job Title</b>          | <b>Head-Corporate Partnership</b>          |
| <b>Department</b>         | <b>Fund Development and Communications</b> |
| <b>Location</b>           | <b>Corporate Office, New Delhi</b>         |
| <b>Reporting to</b>       | <b>Executive Director</b>                  |
| <b>Number of Position</b> | <b>1</b>                                   |

#### Brief background on Kinship for Humanitarian Social Holistic Intervention in India (KHUSHII)

**Kinship for Humanitarian Social and Holistic Intervention in India (KHUSHII)** is an independent not-for-profit organization registered under the Societies Registration Act. **Founded in 2003 by Cricket legend Mr. Kapil Dev**, KHUSHII is a self-implementing organization. KHUSHII's distinctive goal is to empower women and children from poor and marginalized communities leading to improved life of dignity through Education, Economic Empowerment and better health facilities. Till now, KHUSHII has **impacted more than 1.5 million lives** in their fight against poverty and social neglect. KHUSHII is currently delivering well planned and comprehensive projects in **education, skill development & livelihood, health & nutrition and sanitation** in 10 states of India.

Head-Corporate Partnerships will lead KUSHII's efforts on developing and implementing corporate fundraising strategy for tapping Corporates, PSUs, Trust and Foundations. S/he will also steward deeper alignment with existing donors through innovative donor retention strategies.

#### Roles and Responsibilities:

1. Pro-actively establish relationship with CSRs/ donor organizations to solicit funding and other strategic tie-ups with KHUSHII
2. He/she will be responsible for the retention of institutional, corporate and government donors through an effective retention strategy
3. Developing co-branded campaigns along with Communication Department
4. Preparing presentations, reports and other necessary documents for donor and prospect engagement and also representing CP vertical in Board Meetings
5. He/she will oversee and be responsible for partnership relevance, implementation efficiency and effectiveness, as against defined targets
6. He/she will oversee the coordination between the Programme and Marketing & Communication team to create new partnership opportunities.
7. He/she will also be expected to make executive decisions on strategic partnerships with the donors and evaluate these partnerships against organisation goals.
8. Coordination with Programme and Finance Director for new programmatic intervention, financial planning and updates.

#### Skills, Qualifications and Expectations:

1. 15+ years in Corporate fundraising, strategy and management with a strong influencing & presentation skills.
2. Candidate must have experience working in the Fundraising area and be able and willing to understand related thematic areas such as Donor relationship management, strategy of retention of the existing donors etc.

3. Analytical bent of mind and creative problem solver
4. Highly motivated and a strong leader
5. Excellent people's skills and ability to build rapport with donors, stakeholders, and maintain internal channels of collaboration and coordination with the Program, Communications and M&E functions.
6. Good understanding on writing institutional proposals
7. The candidate should also have a strong understanding of research and statistic methodologies
8. Demonstrated history of exceeding targets
9. Excellent communication skills-written and spoken English, spoken Hindi

Interested candidates may send CV to [hr@khushii.org](mailto:hr@khushii.org). Only shortlisted candidates shall be notified by us.