



Job Description

Job Title	Regional Manager/Sr Manager -Corporate Partnerships(West)
Department	Fund Development and Communications
Location	Mumbai
Reporting to	Head- Corporate Partnership
Number of Position	1

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

KHUSHII is a non-profit organisation working for the upliftment and holistic development of underprivileged children, women and vulnerable families. Founded in December of 2003 by Cricket legend Kapil Dev, KHUSHII is currently working in 9 states in India namely Delhi, Gujarat, Haryana, Telangana, Uttar Pradesh, Maharashtra, Punjab, Tamil Nadu and Karnataka reaching out to approx. 30,000 children and impacting lives of more than 5 lakh in the communities in their fight against poverty, abandonment, social neglect.

Job Description- Duties and responsibilities

- Responsible for achieving the fund raising target and personally lead the corporate fund raising and marketing initiatives in the western/assigned area with special focus on large deals through lead generation, customization & best fitments;
- Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Responsible for leading innovations and new initiatives via CRM, PRG and empanelment with reputed intermediaries etc.
- Responsible for proposal writing/processing of grant application and end to end closures
- Forging Institutional partnerships through submission of innovative proposals with the help of Head Corporate Partnerships, Programme and Finance Department

Desired Specifications

	Essential	Desired
Education	Post Graduate/ MBA specialization in Sales and Marketing	Knowledge on NGO sector is must
Experience	8-10 Years	Experience in NGO Sector is must

Skills and Knowledge	<ul style="list-style-type: none"> • Strong interpersonal and networking skills • Strong negotiation and influencing skills • Strong target / results orientation • Excellent communication and presentation skills • Excellent knowledge of Office IT packages: Word, Excel, PowerPoint 	Experience in Sales and Marketing is must
Salary	Rs.10-15 lac per annum	

Interested candidates may send CV to hr@khushii.org. Only shortlisted candidates shall be notified by us.