

Development Manager- Donor Acquisition

Job Title	Development Manager-Donor Acquisition
Department	Programs
Level	Level 3 (Manager)
Location	Delhi/Bombay
Reporting Manager	CEO
Reportees	-Nil-



About SaveLIFE Foundation:

SaveLIFE Foundation (SLF) is a non-profit organisation committed to saving lives on roads in India. We have been recognised as the Best NGO in India by the Rockefeller Foundation and are a recipient of the prestigious Prince Michael International Road Safety Award. We partner directly with the government, industry, and local communities across India to make the most dangerous roads safer.

Road crashes kill over 1.3 million people globally each year. India holds the dubious distinction of being the world's number one in road crash deaths, with at least 150,000 fatalities and over one million serious injuries per year. Most victims come from extremely poor backgrounds. Road crashes have emerged as the number one cause of death for Indians in the age group of 15-45, dealing a crushing blow to the nation's productivity and a loss of 3% to our GDP each year - an amount that can eradicate hunger from India, twice over each year. Tragically, road crashes in India are also one of the biggest causes of death for children under age 14, with over twenty fatalities each day, mostly in the vicinity of schools.

SLF operates at the intersection of policy-making and grassroots impact. We are best known for getting India a Good Samaritan Law that encourages bystanders to help critically injured persons on the road, expected to save 50% lives otherwise lost to preventable injuries. Most recently, SLF has delivered an astounding 52% reduction in fatalities on the Mumbai-Pune Expressway, and a reduction of 69% on in fatalities on the Old Mumbai - Pune Highway (NH-48) through a combination of measures ranging from improved road engineering to technology-driven traffic enforcement to optimised trauma response – the Zero Fatality Corridor (ZFC) model.



Role Overview:

This role is responsible to identify potential donors for SLF work; engage with them at different levels; organize leadership interactions from both sides; help develop their appreciation and alignment with the larger purpose being served by SLF and successfully win sponsorship for various programs of SLF.



Key Responsibilities:

Strategy & Planning

- Appreciate and align to the larger purpose of SLF and be driven by it

Operational responsibilities

- Scan the environment for funding sources across sectors including companies, foundations, international agencies, individuals and other such avenues
- Study the philosophies of such target organizations and identify potential areas of alignment.
- Identify potential donors through discussion with the CEO and other senior management members;
- Identify key personnel at those organizations and plan different levels of engagement with them.
- Build the initial contact with identified key personnel and nurture relationships; share the work being done by SLF and its larger motto via PowerPoint presentations or brief papers; share research work & other publications of SLF, share information around road accidents / policy changes in India and the world.
- Set-up the ground for leadership interactions from both sides.
- Work with the CEO and other senior management members to prepare for such strategic interactions with potential donors.
- Facilitate the Programs / Technical team to develop & submit proposal for customized projects for donor organizations.
- Prepare contract papers, get legal vetting of those and facilitate signing of both parties and other formalities.

- Keep track of progress of Projects to handle query or talk to others.
- Participate in events that would help more interface with sponsors, stakeholders.
- Maintain up-to-date and accurate tracking systems for management of donor relationships and grants development.

Process Improvement, Learning & Development

- Take initiative to learn new developments at Technical or Policy level & Road Safety aspects across the globe
- Use social media, digital channels for maximizing reach and connect
- Actively participate in organization initiatives, planning and review discussions
- Adhere to timelines of processes like self-appraisals; internal training, etc.

**Any other additional responsibility could be assigned to the role holder from time to time. The same would be discussed between the incumbent and reporting manager*



Role Specifications:

Education

- MBA (Public Relations, Business Administration, Marketing, or Management) or equivalent qualification.

Experience

- At least 6 Years' experience in Marketing and Relationship management

Key Behavioural attributes

- Team Leadership
 - Motivate People
 - Delegate and Monitor
 - Foster Teamwork
 - Develop People
- Execution Focus
 - Building Trust & Relationships
 - Impact & Influence

- Planning & Organizing
 - Communication
- Learning Focus
 - Learning Orientation
 - Analytical Thinking
- Adherence to Core Values of SLF
 - Dependability
 - Integrity
 - Mutual Respect
 - Spirit of Public Service
 - Leadership
 - Excellence



How to apply: Interested candidates can apply for this position by clicking on the following link and submitting their application. <https://forms.gle/hwCmi5KT2mg6JU558>