



**Job Title:** Chief Executive Officer (CEO)

**Organization:** Action For India (AFI)

**Location:** Bengaluru, India (other locations may be considered for exceptional candidates)

**Reports to:** Board of Directors

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## About Action For India (AFI)

Action For India (AFI) is a non-profit organization committed to helping early-stage social entrepreneurs scale their impact. Founded in 2012, AFI bridges the gap between social entrepreneurs and the critical resources they need—mentors, funders, investors, partners, and policymakers.

AFI primarily supports for-profit social ventures addressing India's most pressing challenges across sectors such as education, healthcare, agriculture, fintech, clean-tech, and livelihoods. With a presence in both India and the US, AFI operates as a Section 8 company in India and a 501(c)(3) entity in the United States.

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## The Opportunity

AFI is seeking a dynamic, entrepreneurial, and purpose-driven leader to guide the organization into its next phase of scale and impact. As CEO, you will be both the operational and strategic head of the organization, working closely with the Founder & Chairman and the Board of Directors.

This is a rare leadership opportunity at the intersection of innovation and impact—requiring a leader who combines the compassion and values of the nonprofit world with the drive, agility, and execution excellence of a seasoned entrepreneur.

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## Key Responsibilities

### Fundraising & Partnerships

- Lead and execute AFI's fundraising strategy with a strong focus on securing large grants and multi-year funding from Indian and global foundations, corporates, family offices, and HNIs.
- Cultivate and maintain deep relationships with current and prospective donors, both in India and abroad, especially in the US.
- Explore innovative and blended financing models to diversify AFI's funding base.

### Strategic Leadership & Execution

- Develop and implement a multi-year strategic plan that aligns with AFI's mission and growth trajectory.
- Translate strategy into actionable goals, with clear milestones and performance metrics.

### Program Development & Ecosystem Engagement

- Oversee the design and delivery of high-impact programs for social entrepreneurs.



- Strengthen AFI's flagship initiatives including the Accelerator, Social Entrepreneur Advisory Networks, and international chapters.

#### Team Leadership & Culture Building

- Build, inspire, and lead a high-performing, mission-aligned team.
- Foster a collaborative, innovative, and impact-driven culture that attracts top talent.

#### Compliance, Operations & Governance

- Ensure legal, financial, and operational compliance in both India and the US.
- Uphold transparency, fiscal responsibility, and effective reporting across all stakeholders.

#### Stakeholder & Public Engagement

- Represent AFI at conferences, summits, and ecosystem gatherings.
- Cultivate partnerships with government agencies, academic institutions, civil society, and the private sector.

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### Ideal Candidate Profile

- Proven track record of raising significant funding through grants, CSR partnerships, or philanthropic capital.
- Experience in or strong understanding of social entrepreneurship, accelerators, or impact investing platforms.
- Demonstrated success in a senior leadership role within either the nonprofit or impact-focused for-profit sector.
- Familiarity with the Indian impact ecosystem; international exposure, particularly in the US, is a plus.
- Entrepreneurial mindset with strong operational, strategic planning, and stakeholder management skills.
- Excellent communication, team-building, and partnership development abilities.
- Bachelor's degree required; a master's in business, public policy, or a related field is preferred.

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### To Apply

Interested candidates should send their resume and a cover letter to:

**[careers@actionforindia.org](mailto:careers@actionforindia.org)**

Please include "**AFI CEO Application**" in the subject line.

*AFI is an equal opportunity employer and encourages candidates from diverse backgrounds to apply.*