



Title: Fundraising Manager

Location: Bengaluru, India (other locations may be considered for the right candidate)

Reports to: COO

Organization Overview:

Action For India (AFI) is a non-profit organization dedicated to helping social entrepreneurs in India scale and expand their impact. AFI connects entrepreneurs with mentors, investors, and other resources to help grow their ventures. A pioneer in the sector, AFI has established several groundbreaking initiatives including the Silicon Valley Trek and the Social Entrepreneurs Advisory Programmes, which have been running successfully since 2017. AFI also hosts an annual forum that brings together social entrepreneurs, investors, and other stakeholders to share knowledge and build networks.

In India, AFI operates as a Section 8 Company (with 80G, 12A and FCRA certifications) and maintains 501c3 status in the US. The organization has international chapters in Silicon Valley, US and London, UK.

Job Summary:

Action for India (AFI) is seeking a dynamic and results-driven Fundraising Manager to spearhead our fundraising initiatives. This role is pivotal in securing financial resources to support our programs, building long-term relationships with donors, and aligning fundraising strategies with the organization's mission of empowering social enterprises. The ideal candidate will possess a strong background in fundraising, donor relations, and strategic planning.

Action For India
15-A, 4th floor Pratap Nagar
Near Indian Bank, Above KBM electronics
Mayur Vihar, New Delhi, Delhi 110091

<http://www.actionforindia.org>
info@actionforindia.org
+91-81057-32008



Key Responsibilities:

Fundraising Strategy & Implementation

- Develop and implement a clear fundraising strategy to achieve financial goals.
- Identify and engage diverse funding sources including individuals, corporates, foundations, and government bodies.
- Build strong donor relationships, lead grant writing, and ensure timely reporting and compliance.
- Execute fundraising campaigns and monitor performance to drive sustained revenue growth.

Strategic Initiatives

- Identify new opportunities to expand AFI's impact and presence in the social entrepreneurship ecosystem.
- Analyze trends and insights to guide strategic planning and innovation.
- Collaborate with leadership to design and implement initiatives aligned with AFI's mission.
- Forge cross-sector partnerships to scale programs and enhance organizational influence.

Donor Management & Stewardship

- Build and nurture strong relationships with existing donors through consistent engagement and transparent communication.
- Ensure timely reporting, updates, and acknowledgments to maintain donor trust and loyalty.

New Donor Acquisition

- Identify and research prospective donors, funders, and grant opportunities.
- Craft tailored proposals and pitches to attract and secure new funding sources.

Event Coordination & Collaborative Campaigns

- Plan and execute fundraising events, workshops, and donor campaigns to generate revenue and increase AFI's visibility.



- Collaborate with program, marketing, and communications teams to create engaging and impactful campaign content.
- Leverage success stories and program outcomes to strengthen donor engagement and attract new supporters.
- Ensure alignment of all fundraising activities with AFI's mission and brand messaging.

Data Management, Compliance & Reporting

- Maintain accurate donor records and fundraising data.
- Track performance metrics and prepare comprehensive reports for both internal review and donor accountability.
- Ensure compliance with legal and ethical fundraising standards and meet all reporting obligations to stakeholders.

Skills Required

- In-depth knowledge of fundraising strategies, tools, and best practices
- Proven track record of planning and executing effective fundraising campaigns
- Strong communication, negotiation, and presentation abilities
- Expertise in writing persuasive grant proposals and donor pitches
- Proficiency in CRM systems, donor databases, and fundraising software

Application Process:

Please send your resume and a cover letter detailing your background to careers@actionforindia.org with "Fundraising manager" in the subject line.