



## About the Organization:

Sol's Arc is a registered non-profit organisation established in 2003 under the Charitable Trust Act of Mumbai. Sol's Arc works in the space of inclusive education and livelihood solutions to ensure every last child in the classroom learns, and every adult earns. Our pedagogy and tech-based tools enable systemic change to achieve better learning outcomes, which are scalable and deployed through partnerships with governments, NGOs, and multilateral and bilateral agencies.

We have impacted over 2 lakh children through our programs. Our interventions are currently running in 13 states through various critical partnerships with some of India's leading NGOs, like Educate Girls, Teach for India, and Akanksha, to name a few. We are also working directly with two state Governments, Madhya Pradesh and Tamil Nadu, to scale our work and will work towards strengthening and replicating this system model across various states.

Vision: Every Child Learns, Every Adult Earns

Mission: To create a scalable replicable model to reach every last child and adult.

Values:

- 1) Innovate to include
- 2) Bringing joy to all we do
- 3) Commit to excellence

<b>Job title:</b> Sustainability Manager / Consultant
<b>Location:</b> Mumbai
<b>Reports to:</b> Executive Director
<b>Key relationships:</b> Internal: Project Heads, Executive Director External: Partner Clients, Donors, Trustees.

**Role purpose:**

This role will be focusing on the fundraising efforts of Sol's ARC and on improving Sol's ARC's donor relations, stakeholder management and achieving financial growth.

<b>Key responsibilities</b>	<b>Deliverable Outcomes</b>
<b>Fundraising</b>	<ul style="list-style-type: none"><li>● Effectively engage with donors, as needed – corporates, trusts/ foundations, grant-making organizations, family foundations retail donors, and so on</li><li>● Manage funder relationships independently + support the CEO/ Director in managing others</li><li>● Undertake research and be aware of trends in child protection and fundraising spaces (national + international)</li><li>● Working with the team, explore new/innovative fundraising ideas</li><li>● Keep abreast of best practices for fundraising and CSR philanthropic market trends by researching industry and related events, publications and announcements and lead research of new funding prospects</li><li>● Drive tactical achievement of fundraising strategy, and revise strategy to meet changing scenario</li><li>● Supervise individual donor research and approach to take with each donor</li><li>● Develop events and activities to engage new donors. Create high quality proposals/collaterals to support our outreach to corporates, foundations and other philanthropic institutions/individuals</li><li>● Manage the relationship building process with each donor</li><li>● Support due diligence and contract signing process</li></ul>

<p><b>Donor relations and data management</b></p>	<ul style="list-style-type: none"> <li>● Discover opportunities to retain existing donors with progressive increase in support over the long-term</li> <li>● Supervise reporting cycle to donors</li> <li>● Supervise internal communications about donor</li> <li>● Review requirements</li> <li>● Review donor reports</li> <li>● Supervise donor visits</li> <li>● Supervise donor engagement activities. Ensure that data is accurately entered and managed within the organization's data management system.</li> <li>● Forecast targets and ensure they are met by the team. Track and record all fundraising activities and donor commitments.</li> <li>● Monitor, evaluate and report on the effectiveness of fundraising initiatives and campaigns.</li> </ul>
<p><b>Person specification</b></p>	
<p>Qualification:</p>	<ul style="list-style-type: none"> <li>● Post Graduate from a reputed University/MBA from a premier university will be an advantage</li> </ul>
<p>Prior Experience:</p>	<ul style="list-style-type: none"> <li>● Minimum 10-12 years of experience in Fund Raising Activities in NGO/Trusts/Corporate fundraising platforms and a proven track record of raising large funds are preferred.</li> </ul>
<p>Essential skills &amp; attributes:</p>	<ul style="list-style-type: none"> <li>● Database management, budgeting and Marketing experience/knowledge</li> <li>● Must have a proven record of successful applications for substantial funding from Donors/Trusts/Sponsors/Philanthropists nationally or internationally.</li> <li>● Possess a strong network of leads and ability to develop and maintain strong relationships with Donors/Sponsors.</li> <li>● Ability to organize donor visits, donor management and compliance.</li> <li>● The candidate must have a highly developed subjective knowledge of various types of fundraising, and of the offline and online fundraising operations.</li> </ul>

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|  | <ul style="list-style-type: none"><li>● Outstanding collaboration skills, working across a diverse organisation - Sound organisational and people management skills</li><li>● Excellent communication, influencing, negotiating, strategic planning, proposal writing skills, and presentation skills. Passionate about working for a social cause and making a huge difference to the lives of people.</li><li>● Passion, determination, and belief in the organization's vision and mission</li></ul> |
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To apply, [Click here](#).