



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

Job title: Sustainability Manager / Consultant	
Location: Mumbai	
Reports to: Executive Director	
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.	
Key responsibilities	Deliverable Outcomes

<p>Fundraising</p>	<ul style="list-style-type: none"> ● Research on potential donors, including corporates, trusts/foundations, grant-making organisations, family foundations, and retail donors. ● Achieve the first Connect with potential donors via email/ phone call / face-to-face meetings etc. ● Collaborate with respective program teams, founder director and documentation in charge for drafting proposals. ● Keeping tab on submissions and deadlines via trackers ● Research on awards and recognitions for Sol's ARC participation ● Collaborate with the team to explore innovative fundraising ideas and tactics. ● Stay updated on best practices in fundraising and CSR philanthropic market trends, leading research efforts to identify new funding prospects. ● Drive tactical execution of fundraising strategy, adapting strategies to meet changing scenarios. ● Develop events and activities to attract new donors, creating high-quality proposals and collateral to support outreach efforts. ● Collaborate with the Finance team to set fundraising targets.
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<p>Donor relations and data management</p>	<ul style="list-style-type: none"> ● Identify opportunities to retain and increase support from existing donors over the long term. ● Oversee the reporting cycle to donors and internal communications related to donor requirements. ● Supervise donor visits and engagement activities, ensuring accurate data management within the organization's systems. ● Forecast targets and monitor team performance to ensure goals are met. ● Evaluate and report on the effectiveness of fundraising initiatives and campaigns.
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<p>Person specification</p>	
<p>Qualification:</p>	<ul style="list-style-type: none"> ● Post Graduate from a reputed University/MBA from a premier university will be an advantage
<p>Prior Experience:</p>	<ul style="list-style-type: none"> ● 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.
Essential skills & attributes:	<ul style="list-style-type: none"> • Database management, budgeting and Marketing experience/knowledge • Must have a proven record of successful applications for substantial funding from Donors/Trusts/Sponsors/Philanthropists nationally or internationally. • Possess a strong network of leads and ability to develop and maintain strong relationships with Donors/Sponsors. • Ability to organize donor visits, donor management and compliance. • The candidate must have a highly developed subjective knowledge of various types of fundraising, and of the offline and online fundraising operations.

	<ul style="list-style-type: none"> • Outstanding collaboration skills, working across a diverse organisation - Sound organisational and people management skills • 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. • Passion, determination, and belief in the organization's vision and mission
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To apply, [Click here](#).