



**JOIN OUR FIGHT  
FOR CHILDREN AT RISK  
ON THE STREETS**

**MANAGER CORPORATE PARTNERSHIP**  
RECRUITMENT PACK

**children** RAILWAY  
Fighting for street children





## WE BELIEVE IN A WORLD WHERE NO CHILD HAS TO LIVE ON THE STREETS

At Railway Children India, we fight for vulnerable children who live alone and at risk on the streets, where they face abuse and exploitation. They run away or are forced to leave homes where they suffer poverty, violence, abuse and neglect.

They find themselves living on the streets because they have nowhere else to go and nobody to turn to.

Every day we fight to change their story.

### EVERY 5 MINUTES A CHILD ARRIVES ALONE AND DESPERATE ON A RAILWAY PLATFORM IN INDIA

Abusers know exactly where to find them and how to lure them in. Once in their hands, most street children are lost forever. We're there to reach them first.

We aim to reach these children as soon as they arrive on the streets and intervene before an abuser can.

Our pioneering work enables us to get to children before the streets get to them.



# WE KEEP CHILDREN OFF THE STREETS FOR GOOD

## WE DO THIS IN THREE WAYS

### ON THE STREETS

We race to reach a child on the streets before abusers, drug dealers and traffickers do. Finding them shelter, food and support is the first step.

### IN COMMUNITIES

We work with families, neighbours and wider communities to raise awareness, change perceptions and to help all children get the support they need to stay safe.

### WITH GOVERNMENTS

If the system doesn't change, nothing does. We lobby governments, pressurise and campaign until we get the policy changes that keep children safe, well and off the streets forever.





# WE WILL NEVER STOP FIGHTING FOR STREET CHILDREN. WILL YOU?

At Railway Children India, we see ourselves as warriors, united in changing the long-term future for children living alone and at risk on the streets.

Our passion and values underpin everything we do. They unite us and provide the energy and optimism that drives us to work harder and harder for the children and young people we are privileged to help.

If you share our passion and our values, the chances are, you'll fit right in.

## Effectiveness

Our work is constantly judged on results and impact and then assessed to ensure maximum return on investment, both in our programme outputs and financially. Every penny of donors' money is invested with care and attention to detail.

## Innovation

We think outside the box, and are constantly reviewing our work to find new and improved ways of doing the best for our beneficiaries. We lead rather than follow and constantly push ourselves to deliver sector leading work.

## Bravery

We are not afraid to push the boundaries, ask the tough questions, try new things or challenge the norm in order to change the world.

## Honesty & integrity

We will always act with integrity towards our supporters, partners and peers, acting in the best interests of our beneficiaries at all times.

Sound like you? Then read on...





# THE ROLE

## MANAGER CORPORATE PARTNERSHIP

Salary: 12,00,000/- per annum

Location: Delhi

Reporting to: Head of Corporate and Institutional Fundraising

# JOB PURPOSE

The incumbent will be responsible for managing and developing relationships with companies to ensure that all relationships reach their full funding potential so that RCI can achieve significant growth in income.

# ABOUT YOU

## KEY RESPONSIBILITIES:

- To identify and secure income (and where possible multi-year partnerships) through corporate partnerships.
- Responsible for meeting agreed individual income targets that contribute to the Corporate Partnerships team budget and the wider organisation.
- Provide high quality account management to current corporate supporters, enhancing mutual benefits, maximise income generation and relationship longevity.
- Ensure quality of the fund-raising processes.
- Develop and manage relationship with key stakeholders and colleagues to obtain, manage and approach prospects.
- Research new corporate leads and feed new business development opportunities into the team
- Develop and maintain a comprehensive pipeline of companies to be approached for partnership including employee engagement and project support.
- Prepared tailored communication materials including e-mails, letters, presentations, concept notes, proposals and phone scripts.
- Monitor and report on income generation in line with projections, reporting on variance and taking responsibility for achieving and exceeding income target.
- Maintain effective communication with other fundraising team members in order to maximise opportunities.
- Produce new initiatives and marketing collateral, working in conjunction with the marketing team, to secure additional income from supporters.
- Arrange opportunities for supporters to view the impact of their work, either in person or through other means, including digitally and via new technology.
- Report regularly on income, forecasts and key performance indicators with solutions to meet any positive or negative changes.

## EXPECTED COMPETENCIES:

- Relationship / account management experience.
- Requires a Master's degree in Social work / MBA Marketing & Sales.
- Up to 5 years of minimum experience in raising significant funds from corporate donors with proven record in developing significant relationships and exceeding fundraising targets.
- Experience of building and delivering joint working plans.
- High degree of commercial astuteness and a passion for growing income.
- Excellent written and verbal communication skills along with the strong networking skills necessary to build relationships effectively with people at all levels.
- Experience of developing strong communication plans.
- Experience of engaging people in a complex, distressing and often hidden issue.
- Energetic and highly driven with a sales focus.
- Good organisational skills and the ability to work to deadlines.
- Strong understanding of both online and offline channels.

## EXPECTED ATTITUDE:

- Commitment towards working on the cause of children in difficult circumstances.
- Conduct yourself in accordance with the rules of 'Child Safeguarding Policy' and 'Code of Conduct Policy' in your Professional and Personal life-which includes reporting suspicions of child abuse or any breach of these policies.

## ADDITIONAL ATTITUDE (S):

- As per the Job description.





# STILL INTERESTED?

## JOB REFERENCE:

Manager Corporate Partnership, RCI.

## HOW TO APPLY...

The eligible candidates may send their application along with a cover letter at [careers.india@railwaychildren.org.in](mailto:careers.india@railwaychildren.org.in) by 15/10/19 (last date of application). Please mention 'job reference' in subject line of application. Applications received without correct subject line will not be reviewed.

'At Railway Children India we are committed to the safeguarding and protection of all those who come into contact with us in our work. We follow a range of procedures to ensure that only those who are suitable to work with children are recruited. This post is subject to a range of vetting checks including police verification.'

Due to the high volume of applications often received, only those found suitable for the role will be contacted.

**THANK YOU.**