

Job Title : Corporate Partnerships Manager
Reporting To : CEO
No. Of Vacancies : 1
Location : New Delhi

Railway Children India (RCI) is a section 8 company registered under the Companies Act 2013 (earlier section 25) in India, working for bringing sustainable changes in the lives of children living alone or at risk on the streets.

RCI endeavors to ensure that each child living or passing through the railway stations that our organisation works with, is offered a comprehensive recovery and reintegration programme which is rights based and ensures safety, well-being and permanence.

Job Purpose:

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

Key responsibilities:

- To identify and secure income (and where possible multi-year partnerships) through corporate & institutional partnerships.
- Responsible for meeting agreed individual income targets that contribute to the Corporate & Institutional partnership budget and the wider organization.
- Landscape mapping for identifying opportunities for partnership with CSRs/Institutions/Donor organizations
- Carry out horizon scanning for Government and PSU's to increase the portfolio of sustainable partnerships and identify opportunities to the CEO
- Provide high quality account management to current corporate supporters, enhancing mutual benefits, maximize income generation and relationship longevity.
- Ensure quality of the fund-raising processes including reporting, information sharing and need based data sharing.
- Lead on prospect research, development, cultivation, stewardship of new corporate partnership.
- Keep up to date with new institutional funding opportunities
- Develop and manage relationship with key stakeholders and colleagues to obtain, manage and approach prospects.
- 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

maximize 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:

- MBA Marketing & Sales/ Master's degree in Social work
- 7-10 years of experience in raising significant funds from corporate & institutional donors with proven record in developing significant relationships and exceeding fundraising targets.
- Relationship / account management experience.
- 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

Job Reference:

'Corporate Partnerships Manager, RCI'

To Apply:

The eligible candidates may send their application along with a cover letter at careers.india@railwaychildren.org.in by 24th June 2023. 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.