

Manager - Partnerships

Background:

Sterlite EdIndia Foundation (www.edindia.org) is a not-for-profit focused on leveraging technology and data analytics to create innovative solutions to impact education at scale. EdIndia believes that technology has a huge potential to impact government schools at scale. Acknowledging the fact that there are existing barriers to integrating technology within the government system, EdIndia was set up with a mission to “create tech-based solutions to impact the quality of education at scale”. It has incubation support from Sterlite Power and its Group Companies. EdIndia is also a member of the Global Collective for Digital Learning and SEL anchored by UNESCO.

EdIndia views its role as a system integrator, keen on designing and rolling out large-scale, Pan-India programs. As part of its scale-up plans, EdIndia is expanding its management team and is seeking to recruit a Manager- Partnerships. The proposed role will work centrally with the Chief Manager – Partnerships and Communications and Head of the Foundation.

Responsibilities: The role will actively work with the Chief Manager – Partnerships & Communication, Head of the Foundation and Director of Foundation. Consequently, the role would also require flexibility to take on new initiatives and opportunities.

Financial Partnerships (60%*of time)

- Shape the long-term financial strategy (CSR funding, institutional funding, individual funding) and its implementation to ensure the financial sustainability of the Foundation through a combination of internal resources and external funders. This would involve identifying and developing relationships for external sources of funding.
- Formulate Partnership strategy for financial sustainability of the EdIndia Foundation.
- In addition to Partnership strategy development, the position will be responsible for the implementation of the strategy, negotiation, and onboarding of the partners.
- Responsible for the development and oversight of all external partnerships for EdIndia’s initiatives.
- Maintain a pipeline of existing partners, and prospective opportunities and prepare regular updates and dashboards for presentation to the senior management.

External Representations (10%*of time)

- Create a recognition strategy for EdIndia representing it in specific fora and awards submissions that add value to the EdIndia brand.
- The strategy will also include public relations, grant funder relations, and create greater visibility to EdIndia initiatives.

- Represent the organisations in the relevant conferences and meetings under the directions of line manager.

Internal Stakeholder Management (10%* of time)

- Work closely with the Operations and Communications Team in the development and dissemination of donor-relevant reports, updates, and other content.

Employee Volunteering and Payroll giving (20%* of time)

- Work with spocs of Group companies for payroll giving and employee volunteering
- Coordinate the social impact awards for the group companies to encourage the activities beneficial for the society.

(*%of time given to the respective key areas of responsibility is tentatively envisaged)

You could be a good match if you have:

- Excellent communication (written, oral, and presentation) and networking skills.
- Building Collaborative Relationships: Works cooperatively and effectively with others in a non-hierarchical setting to establish goals, resolve problems, and make decisions that enhance Project Delivery. Manages complexity and drive for results.
- Achieving Quality Results: Sets priorities, develops a work schedule, monitors progress toward goals, and tracks details/data/information/activities.
- A drive to build Collaborative Relationships: Work cooperatively and effectively with others in a non-hierarchical setting to establish goals, resolve problems, and make decisions that enhance Project Delivery. Manages complexity and drive for results.

Qualifications & Experience:

- The potential applicant should have demonstrated skills for engaging government and foundation leaders in strategic partnerships.
- A successful track record of identifying, cultivating, soliciting, and closing national/International partnerships is highly desirable.
- Minimum of 8 years of relevant management experience is required.
- Masters in the relevant field of Management/Social Development/Technology from a premier management school

Remuneration: Remuneration will be competitive with Indian philanthropy pay scales and will depend upon the candidate's experience levels.

Location: Ghatkopar East, Mumbai, Maharashtra, India.