

Development Manager

Overview

MiracleFeet India's aim is to ensure that no child should grow up disabled as a result of being born with clubfoot. We do this by identifying, referring and treating children born with clubfoot in India. Clubfoot is a birth defect wherein one or both the feet are turned inwards and is a leading cause of disability in children in the developing world.

Clubfoot has an incidence rate of 1 in 800 births making it one of the largest causes of disability in children in the developing world. In India approximately 33,000 children are born with clubfoot every year i.e. almost 19% of the total global clubfoot births.

Untreated clubfoot makes it painful and difficult to walk, and such patients are at a higher risk of discrimination, neglect, sexual and physical abuse, isolation, abandonment, loss of opportunities including education and several other negative socio-economic effects on their lives. Young girls with disabilities become much more vulnerable and are at higher risks of being negatively affected.

Miraclefeet India is present in 84 districts across 8 states and is expanding its operations to reach 160 districts in the next twelve to eighteen months. We work closely with MiracleFeet which has a presence in 30 countries.

Miraclefeet India implements its program in partnership with the department of health and family welfare and the National Health Mission.

Work Profile:

The Development Manager will work with the MiracleFeet India Executive Director to cultivate and manage relationship with Indian corporate, philanthropic foundations, U/HNI donors

The Development Manager will be responsible for:

Active Donors:

- Lead grant compliance for current donors based on the annual plan and actively coordinating with programme, monitoring & evaluation, and finance teams
- Lead the proposal development process for renewal of current grants
- Lead troubleshooting, field visits, information sourcing, query handling, patient stories, videos and other requirements of donors.
- Campaigns in partnership with giving platforms.

Developing prospect and pipeline:

- Lead and manage a weekly plan and review of fundraising activities with board members
- Desk research of companies, philanthropic foundations in India and overseas.
- Research based on leads from board members
- Research based on medical supplies required in the program
- Modifying the pitch deck, emails, concept notes, proposals,
- Setting up calls / meetings with prospective donors and addressing their requirements

Communication:

- Managing the annual communication calendar
- Providing content for the board meetings
- Part of the team working on the website and social media
- Develop marketing materials to support the fundraising strategy
- Engaging with retail donors.

Education & Experience:

- Postgraduate with four years of relevant experience in fundraising and / or business development.
- Excellent communication skills (written and oral)
- Knowledge of the giving landscape, especially of family foundations
- Attention to detail
- Command over MS Office

Job Location: Mumbai**To apply:**

Mail your resume at careers@miraclefeetindia.org and mention “**Application for Development Manager**” in the subject line.

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