

Job Description

Position	Fundraising Manager
Experience	5 years (Min 2 years in fundraising for charity/NGO activities)
Qualification	Post Graduate
Location	Mumbai

About ARMMAN

ARMMAN is an NGO working for Reproductive, Maternal, Newborn, Child and Adolescent Health (RMNCH+A). Our mission is to identify and address systemic gaps in both health service delivery and community health care seeking practices. We adopt a 'Community Needs Assessment' method, to reduce maternal, neonatal and child mortality and morbidity in underprivileged urban and rural communities in India. We believe in an evidence-based approach to develop cost-effective scale-able programs, with objective outcomes and measurable impact We leverage technology where necessary and work with the public health system where possible.

We reach across more than 10 million women and their children in 13 states and currently employ 101 full-time staff. ARMMAN has won multiple accolades for its programs including the WHO Public Health Champion award in 2017 in the innovation category. mMitra, ARMMAN's at-scale program, was the first Indian NGO to ever receive the GSK-Save the Children Health Innovation Award. It was one of four international awardees in 2017 out of more than 170 applicants from 40 countries.

Roles & Responsibilities:

- Developing strategies and setting goals to hit fundraising targets, including corpus and program funding.
- To develop a portfolio of donors including institutional, corporate, HNIs, foundations and trusts to achieve the revenue target set by the organization.
- Acquiring new partnerships and donors for increasing organization's resources.
- Writing and presenting proposals
- Relationship management with existing donors and responding to their requests regularly and keep updating them about the work of the organization
- Identifying and anchoring new initiatives related to resource mobilization
- Building and managing a network of individual donors
- Planning and executing fundraising events

Personal Qualities:

- Excellent planning, time management and organizational abilities.
- Highly motivated and able to work independently to agreed goals and targets.
- Excellent communication and interpersonal skills.
- Ability to work effectively as part of a small close-knit team.
- Self-driven and focused individual able to work in an ambiguous environment.

Candidates interested please forward your updated profile at george@armman.org

Website: <http://www.armman.org>