

CBM India Trust

Position Profile

CBM India Trust is committed to improving the quality of life of people with disabilities. CBM India addresses disability as a cause and consequence of poverty in the most disadvantaged communities. We work in partnership with local, national, and international actors with the aim of creating a more equal society for all. Our vision is to have an inclusive world in which all people with disabilities enjoy their human rights and achieve their full potential.

Position: Regional Manager, Corporate Partnerships

Location: West, South

Reporting to: Associate Director, Institutional & Corporate Partnerships

Objective:

To drive regional fundraising for CBM India by securing multi-year, high-value partnerships with corporates, CSR arms, philanthropic foundations, embassies, and institutional donors. The role will focus on identifying and converting strategic funding opportunities to support CBM India's development programs, with a strong emphasis on CSR, institutional grants, and major donor engagement.

Responsibilities:

- **Strategic Fundraising and Resource Mobilization**
 - Support the development and execution of CBM India's fundraising strategy in alignment with statutory regulations and the Country Implementation Plan.
 - Identify, develop, and lead high-impact fundraising opportunities with corporates, CSR initiatives, institutional donors, embassies, and philanthropic foundations.
 - Assess funding needs across thematic areas (health, education, livelihood, inclusive development) and align them with donor interests to develop compelling proposals and resource mobilization plans.
 - Lead the conceptualization and execution of fundraising events and donor engagement initiatives.
 - Provide strategic input into new fundraising concepts and initiatives that expand income streams.
- **Proposal Development and Grant Management**
 - Develop strong, tailored concept notes and funding proposals in collaboration with program teams, ensuring alignment with donor guidelines and CBM India's standards.

- Monitor the implementation of funded proposals, ensuring compliance, timely reporting, and storytelling that captures impact, especially transformational stories of persons with disabilities.
- Track progress against grant objectives and support internal monitoring and evaluation processes.
- **Donor Cultivation and Relationship Management**
 - Build and maintain strong relationships with existing and prospective donors, ensuring regular engagement, timely communication, and stewardship.
 - Maintain a robust fundraising database with updated donor profiles, interactions, and follow-ups to support efficient relationship management.
- **Operational and Cross-Team Collaboration**
 - Collaborate with program staff to ensure effective alignment of field-level needs with fundraising goals.
 - Support fundraising events, PR activities, and other outreach efforts in coordination with the Communications and Programs teams.
 - Provide regular updates to the line manager and senior leadership on donor pipeline, income forecasts, and campaign performance.
 - Ensure timely and accurate preparation of internal reports tracking resource mobilization effectiveness and donor engagement metrics.

Qualifications and Experience:

- Postgraduate with 5–7 years of experience in CSR fundraising, corporate partnerships, or grant management in the development sector.
- Proven ability to secure and manage multi-year funding from corporates, foundations, and institutional donors.
- Skilled in writing donor proposals, reports, and pitch decks; familiar with compliance and donor reporting standards.
- Experience collaborating with program and communication teams to align funding needs with donor priorities.
- Willing to travel for donor meetings, field visits, and fundraising events.
- Strong communicator with excellent proposal writing and donor engagement skills.
- Strategic thinker and team player with the ability to manage deadlines independently.
- Confident in building relationships with corporates, foundations, and key stakeholders.
- Sensitive to disability inclusion and diversity; prior NGO experience is an advantage.
- Proficient in MS Office and basic fundraising tools (CRM, presentations, dashboards).

Other requirements

- The future job holder is expected to adhere to CBM India's policies and procedures, commit to CBM India's Child Safeguarding Policy and Code of Conduct, and follow CBM India's safety & security protocols.
- This position requires travelling and at times extensive travelling to ALL parts of India.

CBM India encourages persons with disabilities and women to explore this important opportunity. Send your resume to jobs@cbmindia.org