

## **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 of the world. 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: Bengaluru, Mumbai**

**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 programmes, with a strong emphasis on CSR, institutional grants, and major donor engagement.

#### **Main Responsibilities**

##### **1. Strategic Fundraising and Resource Mobilisation**

- Support the development and execution of CBM India Trust'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 mobilisation plans.
- Lead the conceptualisation and execution of fundraising events and donor engagement initiatives.
- Provide strategic input into new fundraising concepts and initiatives that expand income streams.

##### **2. 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 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.

##### **3. 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.

#### **4. Operational and Cross-Team Collaboration**

- Collaborate with programme 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 Programmes 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 mobilisation effectiveness and donor engagement metrics.

#### **Skills and Qualifications**

- 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 programme 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).

*This position requires travelling and, at times, extensive travelling to ALL parts of India.*

#### **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.

**CBM India encourages persons with disabilities and women to explore this important opportunity. Share your profile to [jobs@cbmindia.org](mailto:jobs@cbmindia.org)**