

**Wetlands International South Asia seeks applications for the position of Fundraising Manager**

Wetlands International South Asia is a leading non-profit organization dedicated to conservation and wise use of wetlands in South Asia region. For more information, please visit: <https://south-asia.wetlands.org/>

Wetlands International South Asia office seeks applications for the position of **Fundraising Manager.** This is a full-time position based in New Delhi.

Job Purpose

The incumbent will manage Wetlands International South Asia's fundraising initiatives, coordinating with the program team and conceptualizing funding strategies in line with the organization's vision and mission. The position holder will lead the organization's fundraising strategy and initiatives.

The Fundraising Officer position is a full-time position based in New Delhi. Key responsibilities include:

* Lead the planning, development, and execution of a fundraising strategy, aligned to Wetlands International South Asia strategy.
* Design and implement a systematic fundraising program to raise funds from Indian companies and international organizations
* Create proposals, presentations, and other materials for raising grant funding
* Establish and maintain relationships with CSR divisions of Indian companies, and raise CSR funding from them
* Generate and pursue opportunities for philanthropic donations nationally and internationally.
* Negotiate and close partnership deals that generate sustainable funding for conservation initiatives.
* Manage and expand existing partnerships to ensure ongoing collaboration and maximize impact.
* Track and list funding opportunities and maintain a pipeline of potential donors
* Identify, evaluate and track opportunities for lead generation like events, conferences, and seminars.
* Attend industry events and conferences for networking and lead generation

Essential Qualifications

* Post-graduate degree in business management, social work, corporate social responsibility or related fields, from a reputed university/institute
* Experience of 8+ years in fundraising with a track record of raising atleast 2-3 cr annually in the last three years
* Excellent communication, presentation, and negotiation skills.
* Strong understanding of Corporate Social Responsibility (CSR) principles and practices.
* Ability to work independently and manage multiple priorities effectively.
* Working knowledge of Corporate Social Responsibility, Grants Management preferred
* Proficiency in MS Office, especially Excel, Word and PowerPoint

Remuneration

The incumbent will be placed with an annual gross remuneration of Rs. 22 lakhs with all perks.

Application process

Interested candidates may send their detailed resume at [**recruitment@wi-sa.org**](mailto:recruitment@wi-sa.org) by **December 15, 2024** with ‘Application: Fundraising Manager’ in subject line. The resume should provide information on candidate’s ability to meet the mentioned qualifications and experience and perform the tasks described above.