Resource Mobilization Manager

**Qualification:** A background (Masters) in marketing, communications or PR, have good public speaking and negotiation skills, be willing to undertake travel within India and have a minimum of 5 years of relevant experience in marketing, communications or PR.

**Remuneration:** Rs.1 Lakh per month

**Targets:** To develop a Fundraising Strategy and Stakeholder engagement Plan, help raise at least 5 to 6 times salary amount, approach and developing relationships with at least 50 supporters and obtain at least 10 successful annual grants.

**Objectives:** To build conservation capacity of BNHS projects and lead a resource mobilization drive.

Regular communication with a wide range of stakeholders, in BNHS, in other conservation organizations inside and outside India, and potential individual donors, Corporates and trusts in India, for fund-raising.

1. To support for enhancing the scale and sustainability of BNHS’s conservation projects.
2. Set out a strategy in terms of
   a) habitat and species priorities,
   b) propose the number and type of projects,
   c) financial and human resources requirements for existing projects and future requirements.
3. Establish regular communication with the wide range of stakeholders within and outside of the organisation.
4. Work closely with project teams and understand nature and objective of each project so as to develop additional funding proposals and submit these to potential donors within India.
5. Establish Line of communication and networking to advance the cause of conservation, and awareness and form partnerships.
6. Develop a range of communication products to promote various activities of conservation projects among external stakeholders

**Tasks:**
1. Explore and assess the range of possible fundraising opportunities
2. Develop and implement a fundraising and stakeholder engagement plan for approaching major donors including potential individual donors, Corporates, Charitable trusts and Institutional funds.
3. Periodic communications as per plan with wide range of stakeholders.

4. Arrange and conduct workshops, seminars, for stakeholders (once per quarter)

5. Organise training programmes for project field staff for enhancement of skills, techniques and technology (one per quarter)

6. Work closely with each project teams and understand nature and objectives of each project so as to increase awareness and form partnership.

7. Provide project updates as per requirement of donor agency for submission.

8. Field site visits on periodic basis.

9. Develop range of communication products such as brochures, posters, photo essays, video clips and write-ups to promote various activities of BNHS among various donors and funding agencies

10. Undertake donor profiling, communication, arranging donor events, meetings, project briefs

11. Submit quarterly activity summaries, and budget reviews to representatives of Donor agencies on a quarterly basis. The frequency of such briefs can be modified as and when required.

Interested candidates can send their application via email with a detailed CV by 28th July 2023 to HR Dept. Bombay Natural History Society, Hornbill House, Shaheed Bhagat Singh Road, Opp. Lion Gate, Mumbai – 400001 Tel. 22821811. Email: cv.hr@bnhs.org

BNHS reserves the right to reject any candidature in view of incomplete information provided by the candidate or for any other reason thereof.

Kindly visit our website www.bnhs.org to know more about us.